TRADE AND INDUSTRY

24 May 1973 Volume 11 No 8 10p

How the Outward Missions scheme can help your advertising marketing plans

UK No 1 among foreign entries at Hanover Fair

Tariff quotas for goods from certain Mediterranean countries

Community Transit: Anglo-Irish trade

Energy trends: a new look at energy statistics

You want your firm to grow

You can get a grant of up to 22% on the cost of plant, machinery and new building

This is just one of the many things you should know if you're planning to expand your business. Under the Government's package of incentives for industry your firm could qualify for considerable financial benefits in the Areas for Expansion. These cover the whole of Scotland, Wales and Northern Ireland, Northern and North-West England, Yorkshire and Humberside, some parts of the Midlands and much of South-West England.

Substantial Grants

In the Special Development Areas you may be eligible for a grant of 22% on the cost of new building and also 22% of new plant and machinery. In the Development Areas these grants would be 20%.

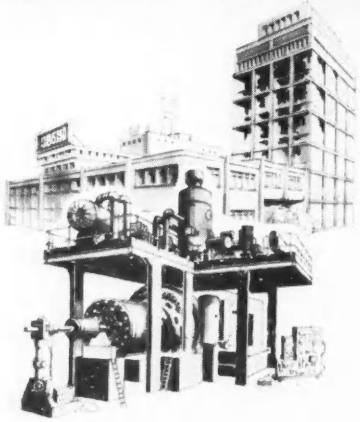
In the Intermediate Areas a grant of 20% is given on the cost of new building only. These grants are broadly for manufacturing, mining and construction activities. They are not tied to the provision of new employment.

Additional help for projects providing new employment

1. Capital Loans. You could be eligible for these on favourable terms. Or, alternatively, you could get relief on the interest costs of finance from non-public sources.

2. Removal Costs. These are grants which will go a long way towards the costs incurred in moving a business into the Areas for Expansion.

(Certain service industry projects may be considered for these two benefits).



3. Rent-free Factories. There are Government factories available for rent or sale. You could qualify for a rent-free period of two years.

Other Benefits

Other Government incentives available include grants for training new labour and free courses for supervisors and instructors.

The Industrial Expansion Teams—and how they can help you

There are 12 Expansion Teams situated throughout the UK. So, besides giving you detailed information about these financial benefits, they are well placed to help you find the best possible location for your project.

They can give you all the facts, impartial advice, and valuable on-the-spot assistance. Get in touch with them today.

Phone your nearest regional office at the number shown here, or send off the coupon.

Headquarters. London, tel: 01-834 2255 ext. 88
Scotland. Glasgow, tel: 041-248 2855
Wales. Tel: Cardiff 62131 (STD code 0222)
Northern Region. Tel. Newcastle-upon-Tyne 27575 (STD code 0632)
North West. Manchester, tel: 061-236 2171
Yorkshire & Humberside. Tel. Leeds 38232 (STD code 0532)
East Midlands. Tel. Nottingham 46121 (STD code 0602)
West Midlands. Birmingham, tel: 021-643 8221
South West. Tel: Plymouth 21891 (STD code 0752) or Bristol 291071 (STD code 0272)
London & South East. London, tel: 01-828 4355 ext. 50
Eastern Region. London, tel: 01-828 6271 ext. 104 or 61
Northern Ireland. Tel. Belfast 34488 (STD code 0232)

To: The Industrial Expansion Team, Department of Trade and Industry, Millbank Tower, Millbank, London SW1P 4QU.

Please send me full details of the benefits available in the Areas for Expansion.

Name_____

Position in Company_____

Nature of Business_____

Company_____

Address_____

TI 24/5

The Areas for Expansion

ISSUED BY THE DEPARTMENT OF TRADE AND INDUSTRY

Trade and Industry

Incorporating the Board of Trade Journal and New Technology
Volume 11. No. 8. Pages 329 to 392. May 24, 1973. Price 10p. Net subscription, post inclusive, £7.60
Editorial address: Room 437, Department of Trade and Industry, 1 Victoria St., SW1H 0ET. 01-222 7877
Advertisements: HMSO, Room D94, Atlantic House, Holborn Viaduct, London EC1P 1BN. 01-248 9876 ext. 6147
Subscriptions: HMSO PO Box 569, London, SE1. 01-928 6977 ext. 472

BRITISH OVERSEAS TRADE BOARD

330 **How the Outward Missions Scheme can help your overseas marketing plans**
331 'Export performance a tribute to the energy and enterprise of British industry'—Mr. Peter Walker
EXHIBITIONS AND FAIRS
332 **UK No. 1 among foreign entries at Hanover Fair**
333 British firms show their offshore capability
334 British makers steal show in Cincinnati
334 DTI display at the Paris Air Show
334 Bahrain: British show of quality consumer goods, February 16-23, 1974
334 British firms set sights on US volume food market
335 MISSIONS AND TOURS
336 EXPORT BUSINESS

TRADE INFORMATION

340 Visit of Czechoslovak delegation to London
340 Hungary and the People's Republic of China
340 Turkey: extension of bilateral agreements
340 Cuba: immigration procedures
340 Yugoslavia: foreign accounts and deposits
341 Reduction in tariffs on imports of certain leathers from certain South American countries
341 Import Duties Orders
341 Applications for temporary exemption from import duty
341 Canada: British commercial representation in Quebec
TARIFF AND TRADE NOTICES
349 **Argentina:** Prohibition extended for certain imports
347 **Australia:** Tariff changes—agricultural tractors, cherries
349 **Bermuda:** New tariff schedule
348 **Canada:** Temporary import of articles for special use. Use of antimicrobials in animal feeds
342 **France:** Exchange control regulations
345 **Ghana:** Exchange control documentation
349 **Guatemala:** Santo Tomas de Castella Free Zone
345 **Indonesia:** Import of medicines
343 **Israel:** Excise duty—whisky. Purchase Tax amendments. Temporary import duty surcharge. Tariff amendments
349 **Jamaica:** Import licensing—paint fillers, wall plaques. Consumption duty changes—beer, cigarettes. Retail sales tax
345 **Japan:** Imports of natural cheese
344 **Jordan:** Tariff amendment—glucose
345 **Malaysia:** Customs duties—Penang. Import control
344 **Morocco:** Tractors and air purifiers—duties reduced
342 **Portugal:** Oils and fats, tallow—tariff amendments
344 **Senegal:** Investment Code
345 **South Africa:** Customs tariff applications. Canned meat prices. Matches—monopoly investigation. Television receivers—compulsory standard
342 **Spain:** Capital goods
344 **United Arab Emirates (Abu Dhabi):** Project list
348 **United States:** Hazardous Materials Regulations. Bicycle standards

EUROPEAN COMMUNITIES

350 **'Aircraft industry in Europe depends on commitment to change'**—Mr. Michael Heseltine
351 **Tariff quotas for goods from certain Mediterranean countries**
352 **Community Transit: Anglo-Irish trade**
353 **New EC legislation:** Common agricultural policy. Imports from non-member countries. Customs regulations

HOME FEATURES AND NEWS

354 Offshore Supplies Office will aid companies with North Sea oil tendering problems
354 New North Sea oil forecasts
355 Booz-Allen report on shipbuilding in the UK
355 Applications for investment grant
358 Professional practices and Monopolies Commission
358 Proposed acquisition of Capper-Neil referred to Monopolies Commission
358 Seafield Colliery
358 Air Travel Organizers' Licences
359 Shipping Minister on Liberian findings into 'Royston Grange' disaster
359 Three-day course on heat pipes
359 International conference on hydrostatic extrusion
359 New reference pamphlet on British aerospace industry
359 Prevention of Fraud (Investments) Act 1958
359 Official appointments
360 Appointment of new Industrial Adviser
360 'British Leyland gives lead to Britain's industrialists'—Mr. Peter Walker
360 First European fluid power conference
361 **GOVERNMENT SALES**
362 **PARLIAMENT**

STATISTICS

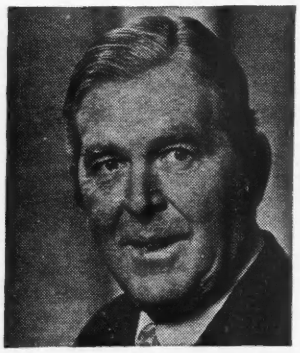
366 **The economy: selected indicators**
367 **Monthly report on the economic situation**
368 **UK overseas trade: The April current account of balance of payments**
373 **Index of industrial production for March**
374 **Computers: Computer industry resumes growth**
376 **Energy trends: A new look at energy statistics**
385 **Companies: Acquisitions and mergers in first quarter of 1973**
386 **Wholesale price index numbers: Materials price index eased back in April**
389 Retail trades: Retailers' stocks in March
389 'Britain's invisible exports'
390 Business Monitor
390 Registrations of British, Community and foreign films
390 Cinema admissions and takings in January
391 **Index to statistics**

© Crown Copyright 1973
Short extracts can be published without specific permission providing that the source is duly acknowledged.
Reprints, which must be ordered within one week of publication, should be ordered from: Director of Publications (PI), HMSO, Atlantic House, Holborn Viaduct, London EC1P 1BN. Details and prices on request.
The views expressed in contributions to *Trade and Industry* emanating from other than official sources are not necessarily those of Her Majesty's Government.
The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

A • •

How the Outward Missions Scheme can help your overseas marketing plans

by B. F. W. Scott, TD, member, British Overseas Trade Board



LAST year the British Overseas Trade Board set up under my chairmanship the Missions and Travel Study Group, and that Group set up a Business Travel Working Party to consider business visits both group and individual. More than a million separate business visits are made overseas each year by British firms, and it is not practicable to contemplate assisting all such visits as the cost would greatly exceed the resources available. Apart from the cost, any travel support which may be given should be arranged in such a way that it is unexceptionable in terms of our international obligations. Given these considerations, the conclusion reached was that the best scope for supporting individual business travel overseas was through the flexible administration of the British Overseas Trade Board's Outward Mission Scheme. By that I mean that each person in a group should be allowed to pursue his own separate itinerary within the country or countries to be visited. And that is happening on more and more outward missions. The level of our support is related to the return economy-rate air fare by scheduled flights. The scheduled flight rate allows the traveller maximum flexibility. Outward mission sponsors are, of course, free to seek the most favourable package terms for their groups. The advantage is that our contribution goes further. The disadvantage is that a package arrangement inhibits individual flexibility.

In 1972 some 1,300 representatives of United Kingdom firms received assistance towards their general expenses as members of 117 sponsored outward missions. These officially supported promotional events, which have valuable export potential, are dealt with under the direction of the British Overseas Trade Board by the Fairs and Promotions Branch of the Department of Trade and Industry in consultation with other parts of the Government service such as the DTI's General Export Services Branch and Regional Export Officers and the Foreign and Commonwealth Office Commercial Officers stationed in the country or countries to be visited. But probably the most important role of all is played by the sponsoring body, which is largely responsible for organising the mission from the outset and co-ordinating its activities, and which in many cases supplies a representative to travel with the mission.

Support for outward missions is designed to encourage businessmen to explore and maintain contact with overseas markets and generally to assess on the spot the prospects for exports. These visits can be part of a marketing strategy which may include participation, either before or after the mission, in a promotional event such as a trade fair. This in itself may be a Government-supported promotional event as described in the article on 'Exporting through overseas exhibitions and fairs' which appeared in *Trade and Industry* on January 18.

Most missions have not less than six members and a maximum of about 20, but it is recognised that where there is a high degree of specialisation a smaller mission may be more commercially effective. Assistance is not confined to missions concerned with goods alone. Support is also available for missions concerned with the export of services or other invisibles. The members of a mission, usually one representative from each participating firm, mostly travel to the overseas country or countries together.

The preliminary work

It is no soft option to take part in an outward mission. There is a great deal of preparatory work for both the sponsoring body and the firms taking part. Indeed it could be said that the preliminaries are often as important, if not more so, than any other aspect. Well in advance of the event itself, and at least three months before the departure date, a participating firm is expected to lodge with the sponsoring body full information about the product or service it wishes to export. Firms must ensure that a representative will be available who is competent to discuss all aspects of the firm's business and who is authorised to enter into firm negotiations regarding supply and delivery. Firms must also ensure that there is production capacity to enable them to cope with business resulting from the mission. They must also co-operate to the full with the sponsoring body, usually a Chamber of Commerce or a trade association, whose organising role is vital to the success of the mission.

The sponsoring body has to put a preliminary proposition to Fairs and Promotions Branch in order to secure a pledge of Government support. It has to make contact with various Government services, both at home and overseas, and estimate the number of firms wishing to take part. Later on, assuming its proposition is accepted, it must provide firm information about the participants themselves, the nature of the goods or services they are offering, the name and status of representatives and the marketing objectives each seeks to achieve. Sponsoring bodies are also required to cater if necessary for

This article is one of a major series describing the work of the British Overseas Trade Board and of its 'chosen instruments'—the organisations which advise the Board on policy in some of the main trading areas of the world.

firms which do not happen to belong to their particular organisation, and in order to keep businessmen informed generally about forthcoming missions the details are published periodically in the Programme of Trade Promotions which appears as a supplement to *Trade and Industry* in January, April, July and October.

After the event

Action is also required after the event. One of the conditions of participation is that a firm will, within two months of the end of the mission, provide the sponsoring body with a confidential report indicating the amount of business secured during the mission, what marketing arrangements were made as a result of the mission and the extent to which marketing objectives were achieved. Within the same period of time the firm must lodge its claim for support with the sponsoring body, who is obliged (within three months of the end of the mission), to provide Fairs and Promotions Branch of the BOTB with a general report on the mission, including an assessment of its commercial effectiveness, and to make a composite claim for assistance on behalf of participating firms.

Categories of missions

It is not easy to generalise about the make-up of missions because in the light of ever-changing market and economic conditions each one is a separate challenge. There are, however, two broad categories of missions, and the first and main one is the general-purpose mission whose members represent a spectrum of industry. Such missions are organised and sponsored mainly by Chambers of Commerce and other organisations having a general or regional interest, and quite often, although not invariably, the membership of the mission is drawn from the area or region to which the sponsoring body is devoted. An excellent example of this kind of mission was that made in November last year to Saudi Arabia, Bahrain and Oman. It was organised and sponsored by the Birmingham Chamber of Commerce and Industry whose representative accompanied the mission. It remained overseas for 19 days, and between them the participating firms secured immediate orders to a total value of approximately £97,000, with the prospects of continuing business worth £800,000. The firms participating ranged widely in their interests, including motor accessories, detergents and prefabricated industrial buildings. For such a mission, now that the terms of assistance have been improved, each participating company would receive £200.

Another type of mission was that which visited China in April last year under the sponsorship of the London Chamber of Commerce. Nineteen representatives took part in this two-week visit, the emphasis of which was on assessing the potential market for British goods in China rather than securing specific orders. The firms represented covered a wide range of equipment in the electronic, heavy engineering and light industry sectors.

The second broad category of missions relates more to defined sectors of industry with perhaps the inclusion of ancillary trades. Such missions tend to be organised by a trade association, and an example of this more specialised approach was the visit of 20 representatives of the engineering industry to South Africa last October. It was sponsored and led by the Engineering Industries Association, who reported immediate confirmed orders to the value of £96,000 and the possibility of this being increased to £250,000 in the short term. For missions to South Africa the participants would receive assistance towards expenses amounting to £300.

In general, the official assistance payable varies largely in accordance with the distance from the United Kingdom of the market concerned. For the nearer markets of Europe official assistance is only made available in special circumstances, for instance when a mission is specifically linked with a special export promotional event, but for the very distant countries such as Australia and New Zealand official assistance can amount to £450 for each company representative. Missions covering more than one country normally attract the rate of assistance for the farthest point in the journey.

Outward missions are a valuable and profitable form of promotional activity in themselves, particularly as they help smaller companies to make personal visits and establish contacts in more distant markets. They are, however, but one of the many facilities provided by the British Overseas Trade Board to help the exporter, including the flow of up-to-date information about export opportunities and market conditions in most countries of the world which is supplied to subscribers to the Export Intelligence Service, and can become even more valuable and profitable if linked with other promotional events, such as trade fairs or shows of consumer goods, as part of a well planned marketing strategy.

The rates of assistance and the terms of the Outward Mission Scheme are set out in a leaflet which may be obtained from Fairs and Promotions Branch, Department of Trade and Industry, Hillgate House, 26 Old Bailey, London EC4 7HU (telephone 01-248 5757, ext. 7086).

'Export performance a tribute to the energy and enterprise of British industry'

—Mr. Peter Walker

'THE April trade figures are excellent. To achieve a surplus on the current account at a time when the economy is rapidly expanding is indeed remarkable,' Mr. Peter Walker, Secretary of State for Trade and Industry, said at the Annual Luncheon of the Electronic Engineering Association on May 16.

'It is however always wrong to place too much significance on one month's trade figures. Experience tells us that month by month they can show considerable differences. I only wish that those that were predicting gloom on last month's trade figures will begin to realise that Britain's exciting economic expansion is at last becoming export based.

'I hope the country will realise the significance not only of the excellent figures of this month but the favourable underlying trend over the first four months of this year.

'Imports have increased by 30 per cent over the same period of last year. It is however not so much the extent of those imports but the nature of them that has considerable significance, for much of the increase is in order to provide the raw materials and the machinery necessary to sustain Britain's growth.

'Our imports of raw materials have increased by 40 per cent over a year ago and our imports of machinery by 45 per cent, significantly greater than the overall increase in imports.

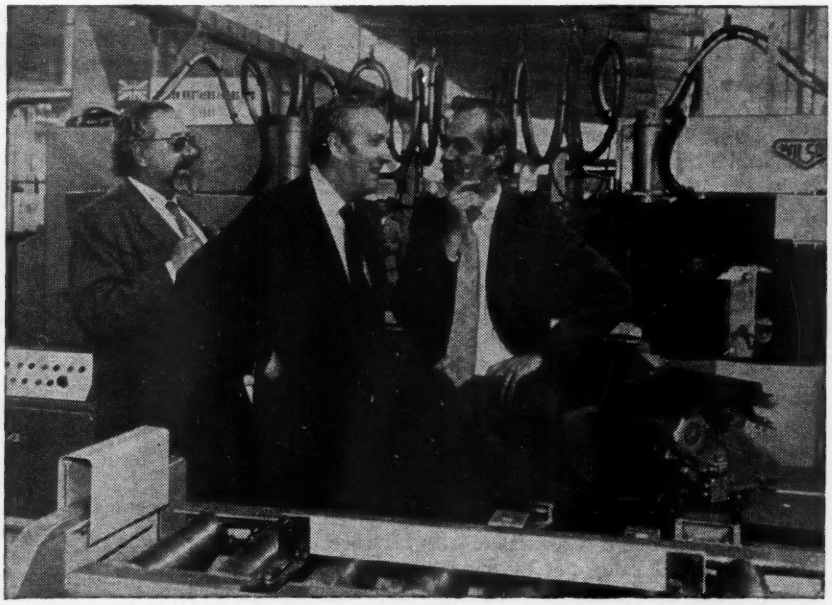
'Our export performance of these four months is an immense tribute to the new energy and enterprise of British industry. The total increase means that in four months alone we have exported nearly £700 million more goods than in the same period last year. We have only been members of the EEC for a few months, yet trade with the former six has already expanded rapidly.

'Our exports to North America are 28 per cent up on a year ago. Our exports to the Far East have expanded well and to the new fast expanding market of Brazil they are up by 30 per cent. But perhaps even more indicative of Britain's new competitiveness is that our exports to Japan are more than half as much again as they were in the first four months in 1972.

'If growth is to be sustained it is vital that British industry re-equip, use their existing capital to the full and see that their sales programmes continue to be heavily export orientated.'

See also page 368

UK No. 1 among foreign entries at Hanover Fair



Sir Nicholas Henderson, British Ambassador in Bonn (centre) and Mr. 'Tim' Haley, Consul General, Hanover (left), on the Wilson Bros. stand in the Woodworking Machinery Section of the Hanover Fair.

From Douglas Urquhart, HM Consul (Commercial), Hanover: For the first time in the 27-year history of the Hanover Fair, held April 26-May 4, the UK took pride of place among foreign exhibitors. With 238 direct exhibitors, of which 178 were showing in BOTB-supported joint ventures under the auspices of 16 trade associations and organisations, plus 103 firms exhibiting through their German agents, we displaced France for the first time as the largest non-German exhibiting country. The French, however, remained a good second, with 231 direct exhibitors, followed by the Italians with 168.

The remarkable increase of some 57 per cent over 1971 in total British participation at the Fair is, no doubt, largely due to our entry into the European Community; but it should not be overlooked that total foreign participation in the Fair has also increased considerably—from 1,119 in 1972, to 1,335 this year. In all, 32 countries were represented, a convincing vindication of Hanover's claim to continuing pre-eminence as an international market-place in spite of increasing competition from specialised trade fairs and from more modern fair sites such as Düsseldorf.

For those who have yet to visit the Hanover Fair, the following figures may give some idea of the scale of the operation. The total exhibition space is about 470,000 sq. metres (nearly 5 million sq. ft.). There are 24 exhibition halls, the largest of which, Hall No. 1, has over a million sq. ft. of exhibition space and some 25 miles of gangways. The Fair has its own radio station and a landing field for light aircraft and helicopters, as well as the largest privately-owned railway station in the Community with 10 platforms for the special sleeper trains from all parts of Europe which serve as over-night accommodation for local visitors and those from beyond the European Community. Over half a million people visited the Fair this time. The exhibition halls were arranged in product groups, with the solitary exception of a USSR pavilion which appeared to have been made an exception to the rule that national pavilions are not permitted at Hanover. The main product groups this year were: building materials, building parts; chemicals and plastics; construction and building machinery; giftware, glassware, ceramics etc.; electrical engineering (special applications and processing methods); electric installation and domestic appliances; electric lighting; electric power production and conversion; electric power distribution; electronic components, components sub-assemblies; entertainment electronics, audio visual equipment; iron, steel and non-ferrous metals, foundry products, industrial plant; measuring, testing control and automation equipment; mechanical handling, warehouse and workshop equipment; nuclear power, steam and water power; office and data technology; oil hydraulics and pneumatics; prefabricated parts for fair and exhibition stands; precision mechanics and optics; pumps and compressors; telecommunications; refuse and waste disposal; tools; vehicle construction; valves and fittings; water treatment; weighing and testing equipment; woodworking machinery and ancillary equipment.

With a record number of BOTB-sponsored joint ventures at this year's Fair and a high level of business activity in the German economy, it is not surprising that most exhibitors had a very good Fair. Numerous success stories were reported: many of the old hands at the Fair reported greatly increased business and a greater number and higher quality of inquiries than in previous years; but a notable feature was the success stories of some of the first-time exhibitors at Hanover, particularly among some of the smaller firms.

Another feature of this year's Fair was the readiness of German firms, very often direct competitors of British exhibitors, to discuss co-operative arrangements of various kinds.

There is little doubt that for the majority of the British exhibitors their appearance at Hanover in 1973 was extremely successful as the following condensed comments from the 16 trade associations concerned shows. In general, there was a fair amount of orders booked from more distant countries, including India, South Africa and Algeria.

Business equipment trade association: this joint venture consisted of 18 firms showing a very varied range of products. Pressure on space is always a problem but within the limitations imposed the stands produced a very good overall effect. With one exception all firms participating had a very satisfactory Fair and this one exception admitted that its lack of success may have been due to inexperience and lack of appreciation of the requirements of the market.

British Stationery and Office Products Federation: This small joint venture consisting of seven firms was also held in Hall 1 and the lack of space was a continuing problem. The stands were, nevertheless, well presented and some aroused a considerable amount of interest among potential buyers. Although there were no outstanding success stories, the general feeling was that the results of the Fair had been generally satisfactory and, again with one exception, all the exhibitors expressed their intention of returning next year.

Export Council for the Jewellery and Giftware Industries: This small joint venture in Hall 2 had, as usual, a fairly satisfactory time of it although the dates of the Fair do not fit in very well with the seasonal buying pattern in the giftware industry. Since the consumer goods section of the Hanover Fair is to be hived off into a separate event to be held in March next year, opinions about possibilities for 1974 were varied and exhibitors will probably not make up their minds until the pattern of the next year's exhibition becomes plainer.

Ceramic Manufacturers Federation: 11 members of the Federation were showing in Hall 3 this year and the general opinion was that, after a slow start, business picked up very well. One firm booked an order from a single customer for £13,000 and quite a few said that their order books were now so full that they were beginning to run into production difficulties. This joint venture is also affected by the decision to hold a special consumer goods Fair next year and opinions were mixed about the wisdom of this, particularly in view of the fact that the Hanover exhibition will follow so soon after the Frankfurt Spring Fair.

British Art Metal Manufacturers Export Group: This was the smallest of all the joint ventures at the Fair consisting of a single stand but the group had a reasonably satisfactory fair and will probably return again next year provided they are satisfied with the new organisation. Birmingham building and Engineering Centre: This joint venture consisted of 12 firms and all-in-all they were very happy with the results. No huge business was done but most people were extremely satisfied with the number and quality of the inquiries received. Machine Tool Trade Association: Opinion among the

12 firms in this joint venture was almost uniformly favourable. The level of activity was very much higher than in previous years and some useful business was done on the stands.

Lighting Industries Federation: This was a very happy group, much more business being done than last year. The level of useful inquiries was very high and exceeded most people's expectations. Association of Public Address Engineers: This was the second year that the Association has shown at Hanover.

British Electrical Allied and Manufacturers Association: This was one of the largest joint ventures at the Fair. It is generally recognised that Germany is an extremely difficult market for members of BEAMA but most firms reported they were getting more serious inquiries than ever before and it is significant that all newcomers in the group expressed their intention of coming back next year. Electronic Components Centre: This small group expressed itself as very satisfied with the number and level of inquiries and the exhibitors are hopeful of substantial business as a result of their appearance at the Fair.

Engineering Employers Northern Ireland Association: This was a new joint venture at the Fair and the firms concerned were fortunate enough to obtain a very good position in Hall 13. Most had come to Hanover prepared to discuss possibilities for cross-licencing and other forms of industrial co-operation with firms in Germany and other Common Market countries and all reported that very useful contacts were made.

Scientific Instruments Research Association: Most of the seven exhibitors in this joint venture were new to Hanover. Perhaps for this reason the number of serious inquiries received was less than expected. Nevertheless, all the participants considered that their appearance had been well worth while and most were hopeful of business resulting during the months ahead. Association of Hydraulic Equipment Manufacturers: This large joint venture consisting of 18 firms in a very good and prominent position in Hall 17 had an excellent Fair. Many of the firms found themselves to be extremely competitive on price against German competition and as a result of their showing at this Fair expect to expand their German business considerably. Others reported valuable contacts with potential customers in Scandinavia, France and Belgium, and even from countries as distant as Latin-America. British Compressed Air Society: This joint venture of 11 firms was spread between two halls. Surprisingly, those in Hall 17 reported themselves to be very satisfied with the results while those in Hall 20 said that it had been a rather quiet Fair on the whole and that the number of visitors to this particular hall appeared to be less than in previous years. Birmingham Chamber of Commerce: A total of 15 Midlands firms turned out for this joint venture and were able at the end to report that it had been well worth while. Although the mechanical handling field is extremely competitive, most firms found that their prices as a result of recent monetary developments were well below those of their German competitors and some very useful business was done.

The British Ambassador in Bonn, Sir Nicolas Henderson KCMG, visited the Fair on opening day. He met representatives of all the trade associations and made a protracted tour of various joint venture stands. Sir Peter Allen, a member of the British Overseas Trade Board and ex-chairman of ICI, visited the Fair on April 26 and 27. He visited no fewer than 93 British firms on the BOTB-supported joint venture stands. Mr. David Howell, MP, Minister of State for Northern Ireland gave a well attended press conference at the Fair on April 30 the theme of which was investment opportunities in Northern Ireland: good coverage in the media was achieved.

British firms show their offshore capability

From Roy Dean, British Consulate-General, Houston: It is not easy to enter a highly specialised trade exhibition for the first time and to make a major impact, particularly when one's competitors are well established and have all the best spaces. Britain's offshore oil industry overcame these handicaps in fine style and had a resounding success at the Fifth Annual Offshore Technology Conference held in the Astrohall, Houston, April 30-May 2.

Acknowledged as the premier forum for the offshore oil and gas industry, OTC attracted to Texas visitors from all over the world, not only to participate in the 175-paper technical programme but to visit the 1,428 exhibition booths. This year the exhibits occupied an area of 140,000 sq. ft. in the Astrohall, while additional outdoor sites provided for working demonstrations of large oilfield equipment and machinery. The increasing interest in offshore resources was reflected in this year's attendance of approximately 22,000, which was some 40 per cent higher than in 1972.

OTC is jointly sponsored by 12 international engineering and scientific societies. Consequently, the emphasis is on the technological and educational nature of the exhibits, rather than the commercial aspects, but business is naturally generated. Since its creation in 1969, OTC has grown to full international status, with government participation from Norway, Germany, Canada, France and the UK.

The British joint venture, consisting of 30 stands occupying 5,200 sq. ft. was the second largest foreign exhibit, after Norway. It was jointly sponsored by the Association of British Oceanological Industries Ltd. and the British Overseas Trade Board. Organisation was in the hands of BPS Exhibitions Ltd.

Firms in the group showed a wide range of products and services related to offshore oil exploration, with particular reference to developments in the North Sea. New technology was well to the fore. Sir Robert McAlpine and Sons Ltd. and the Taylor Woodrow Group showed models of concrete production platforms. Both firms reported considerable interest in their designs and were satisfied that the possibilities of concrete structures were now fully appreciated and accepted by the US oil industry.

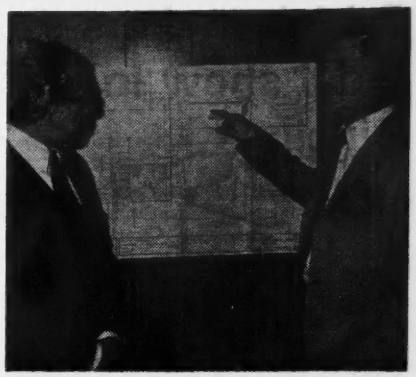
One of the major success stories was that of Wilson Walton International Ltd., specialising in cathodic protection of offshore structures. On the opening day of the show it announced orders for £500,000 for the supply of corrosion control equipment for Phillips Petroleum's Ekofisk stage 1 and 2 platforms and has future prospects amounting to £1.5 million. The many inquiries received included 13 for their subsea system.

An attractive exhibit by the British Hovercraft Corporation Ltd. demonstrated the hydrodynamic facilities of Experimental and Electronic Laboratories at Cowes and drew 20 serious inquiries from firms in the US and Europe. The British Oxygen Co. Ltd. came into the show on a trial basis and was so encouraged by the response that it will double efforts next year.

Bruce Anchor Ltd., in association with the North British Steel Group Ltd., attracted a great deal of attention with a simple but very effective display—a sand box containing one of its patented trefoil anchors, attached to a rope, which visitors were challenged to pull out. Needless to say, no one succeeded in budging the anchor. The constant activity round this stand drew a large volume of inquiries and several dealers sought the agency in the US.

Dunlop Ltd. also had a competition—to guess the weight of a section of its 30 in. integral floating hose.

The directors of Motherwell Bridge Engineeging Ltd. reported that the first contract won actually paid for their trip to Houston. They made excellent contacts, were visited be every major oil company and have high expectations for business in 1974. Representatives of the Trafalgar House Group came to OTC with the intention of seeing what went on and of projecting their name: they were very satisfied with the inquiries received by their Offshore Marine Division.



Interest in Ekco electrically heated food trolleys and cabinets is not confined to British housewives. Sales are increasing in many overseas countries including Portugal where Ekco products will be displayed at the Lisbon Trade Fair in June. Seen during a recent visit to the Ekco factory at Hastings, Carlos Barros, Ekco Portuguese distributor, (left) discusses exhibition plans with Michael Snare, Ekco's export sales manager, who is to visit Portugal during the Fair.

Plenty and Son Ltd. found considerable interest in its products and expects to be asked to quote on some large projects. Weir Pumps Ltd. concluded an agency agreement with a Houston company and announced that orders had been completed for 26 sets of pumps. Ruston Gas Turbines Ltd. picked up 30 really good contacts and learned about forthcoming projects which might involve £10 million worth of business. They also set up a Houston office.

Stone-Platt Oilfield Trading delegates said it was the best exhibition in their experience: they took one order for the evaluation of navigation aids, had 12 serious inquiries for various types of equipment and stand a good chance of winning a £700,000 order for propellers. In underwater technology, Strongwork Diving (International) Ltd. showed deep diving equipment; Vickers Oceanics demonstrated the practical uses of their 'Pisces' submersible: both firms reported strong interest from US companies.

Completing the British group were a number of development authorities representing areas of particular appeal to the offshore industry: the Highlands and Islands Development Board, North East Development Council, North East Scotland Development Authority, Scottish Council (Development and Industry), Scotland West Industrial Promotion Group.

Among the senior officials visiting OTC were Mr. J. P. Gibson, Director of the Offshore Supplies Office, and representatives of the Scottish Office, Department of Trade and Industry, Northern Ireland Ministry of Commerce, National Physical Laboratory, National Engineering Laboratory, UK Atomic Energy Authority.

The success of the British exhibit was most gratifying to the Consulate-General in Houston, which had worked for two years to get UK industry interested in OTC.

Companies interested in participating in next year's joint venture at OTC (May 5-8) may obtain details from ESP5, Department of Trade and Industry, Hillgate House, 26 Old Bailey, London EC4M 7HU.

British makers steal show in Cincinnati

From R. F. Gash, British Consulate-General, Cleveland: About 3,500 scientists and engineers attended the American Ceramic Society's Diamond Jubilee Meeting and Exposition held at the Cincinnati, Ohio, Convention Center April 29-May 3 and the great majority of these experts would agree that the British machinery on display stole the show. Of the 64 exhibits 10 were from the United Kingdom and the British machinery displayed emphasised the fact that the British Ceramic Industry has both historical and technical achievements of which it can be proud.

However, pride will not sell products and the British exhibitors, by participating at this important trade show under joint venture arrangements made by the British Ceramic Plant and Machinery Manufacturers Association in conjunction with the Department of Trade and Industry, showed their appreciation of the potential market offered by the US ceramic industry. This industry, which touches almost every facet of engineering science, including metalworking, electronics, glass technology and nuclear energy, contributes about $14 billion to the US Gross National Product.

A number of British speakers took part in the 75 technical sessions and two exhibitors, Service (Engineers) Ltd. and F. Malkin and Co. Ltd. made the utmost use of their presence in Cincinnati by having papers presented.

Other British machinery that drew a great deal of interest was that made by William Boulton Ltd. which showed a model of the Plessey-Boulton plant for recovery of solid and liquid products, two new vibrating sieving and straining machines being shown by Russell Finex Ltd. and a range of automatic hollow-ware ceramic casting machines being introduced by Gough and Co. Ltd.

Other members of the British contingent—Fan Systems Ltd., who featured a reciprocating air jet drying system; Cannon Air Engineering Ltd., who demonstrated a clayware drying system based on a rotary air jet principle; English China Clay Sales Co. Ltd., who emphasised their presence in the market in conjunction with a US affiliate company; and Diamond Refractories Ltd., who demonstrated their very wide range of kiln furniture—all expressed satisfaction with the inquiries received on the stands.

To round things off for Britain and British industry generally, the British Ceramic Plant and Machinery Manufacturers Association were well represented by chairman Mr. M. Birch and Mr. Christopher Hench, secretary, who very ably handled questions on the Association's attractive information stand.

British firms set sights on US volume food market

From G. F. Rance, British Government Trade Office, Dallas: British food exports to the United States during 1972 were valued at $65.2 million and now make up 2.2 per cent of Britain's total exports to this country. This is a commendable performance and even more so if one remembers that these figures do not include those British food products that are now manufactured in North America.

Major suppliers to the market are confident that they can substantially improve on this performance, particularly if they can promote a volume demand for their products by encouraging a trend from the speciality and gourmet counters to the regular supermarket shelves. With this in mind, a group of five manufacturers under the sponsorship of the British Food Export Council, supported by the British Overseas Trade Board, participated in the 36th annual convention and exhibition of the Supermarket Institute which was held at the new Dallas Convention Center May 6-9. Some 10,000 members of the Institute registered at the Convention to attend a very full programme of Workshops covering a wide range of subjects from 'Management, Labour and Government' to 'The Electronics Revolution and the Universal Products Code'.

To the uninitiated this appears to be far removed from the sale of a packet of biscuits at the corner grocery shop but they are elements of the modern food distribution industry that must be understood by the exporter if he is to market successfully in volume in this country.

Four of the British exhibitors—Associated Biscuits, Baxters, Matlow Swizzel and United Biscuits—are already well established in the United States market with nation-wide coverage and the purpose of their mission was to keep abreast of developments and to support their long-term commitment to penetrate this volume market by gaining exposure and supporting their distributors.

I. H. Lavery and Co. Ltd. were concerned solely with researching the market for their products and their representative, P. C. Barnes, was well rewarded with many expressions of interest in the product range he was introducing to the United States.

The new Convention Center in Dallas has proved to be an ideal location for this major event and will host it for the next two years. In addition to more food exporters, it should also attract British manufacturers of service equipment and machinery, as well as certain non-food items sold through supermarket outlets.

Bahrain: British show of quality consumer goods February 16-23, 1974

PROVIDING there is sufficient response from British manufacturers, the Department of Trade and Industry is prepared to organise an all-British exhibition of quality consumer goods in Bahrain, February 16-23, 1974. The exhibition, to be centrally located, will be supported by in-store displays and other associated events and to ensure that the event has the widest possible impact influential businessmen from other parts of the Lower Gulf Area will be especially invited.

With the continued rise in living standards in the area there is a growing demand for better quality household equipment and new product lines connected with the food, leisure and clothing industries. The exhibition will, for example, cater for the following product categories: cutlery, china, glassware, toys, sports goods, footwear, books, all types of household equipment, ladies' and children's clothing and woollen and worsted piece goods. The area is also considered to be a good market for perfumery, cosmetics and soaps, carpets, stationery, office equipment, cigarettes, distilled alcoholic beverages, furniture, frozen foods, cakes and other food preparations.

The exhibition will be arranged under the terms of the British Pavilion Scheme. Further information about the event and the terms of the DTI's assistance can be obtained from D. V. Griffiths, Fairs and Promotions Branch, Department of Trade and Industry, Hillgate House, 26 Old Bailey, London EC4 (tel. 01-248 5757, ext. 602). The closing date for applications is June 30, 1973. Prompt application is urged as exhibition space is limited and is likely to be taken up rapidly.

DTI display at the Paris Air Show

THE Department of Trade and Industry's contribution to British and European aerospace development is the theme of a display at the Paris Air Show May 24-June 3: it includes the first public showing of a full-scale model of the Geostationary Technology Satellite (GTS).

DTI's aerospace activities include giving financial assistance for the development of new civil aircraft and engine projects, support of civil aircraft research and demonstrator programmes, work with the French Government on the development of the Concorde airliner, promotion of civil aerospace exports—which in the past year have reached a record £400 million—financing of the National Space Technology Programme and provision of guidance on certain aspects of British space policy.

In the civil aviation field, the Department negotiates international traffic rights with other countries and has a wide range of other responsibilities, including sponsorship of the Civil Aviation Authority, the British Airways Board and the British Airports Authority; investigation of aircraft accidents and policy on aviation security and aircraft noise: all those facets are featured in the display.

The Geostationary Technology Satellite is scheduled to be launched in 1977 for communications experiments in geostationary orbit, with special emphasis on ship-to-shore links. It is being studied by British industry with DTI financial support and proposals to take part in its development and its use for experimental maritime communications are now being considered in Europe. Other items on display include photographs taken during the recent successful firing in Argentina of the two BAC Skylark earth resources survey rockets.

The European collaborative nature of the Concorde project is illustrated with an exhibit showing the wide range of British and French Government research establishments participating in the project. Another display demonstrates the significant reduction in travel times made possible with Concorde.

Noise research work funded by DTI and carried out by the Ministry of Defence Procurement Executive's National Gas Turbine Establishment is illustrated. This includes an audio-visual display demonstrating the reducing noise levels produced by typical aircraft engines since the 1960s and the prospects for the future. A facility now in use at the Establishment for evaluating sound absorbent materials for lining the interior duct surfaces in engines is featured along with models of NGTE's major new noise research facilities.

Another area of work sponsored by DTI, and featured in the display, is a touch-wire computer-linked interrogation system, developed by the Ministry of Defence's Royal Radar Establishment, to enable men and computers to communicate more efficiently and with a reduced margin of error. Already in use at London's new Air Traffic Control Centre, the system has many other potential uses. It is an input/output device which presents the choices available to the operator only in a logical sequence and enables him to select the next step with a single touch.

Record attendance at 51st Knitting Arts Exhibition

From Roland S. Willcox, Vice-Consul (Commercial), Philadelphia: Britain was once again well represented this year at the Knitting Arts Exhibition (KAE '73) held April 29 to May 4 at Convention Hall in Atlantic City, New Jersey, the biggest and best show yet, which was sponsored by the National Association of Hosiery Manufacturers, the National Knitted Outerwear Association and National Knitwear Manufacturers Association.

Atlantic City's Convention Hall is claimed to be America's third largest exhibition centre and offers a total floor space of almost 500,000 sq. ft. when both levels are utilised. At this year's KAE the hall accommodated over 490 exhibits. Products were on view to a record 28,000-plus registration of textile men from the USA, Central and South America, Europe, Australia and the Orient.

The 400,000 feet of space used accommodated almost 500 exhibits of which a hundred were by overseas machinery exhibitors.

Britain's position as a leader in the field of textile technology is readily acknowledged in the USA and it was gratifying to see such familiar names as Bentley, Kirkland, Stibbe-Monk, Platt and Camber supported by Bates, Lowe and Carr and Phipps-Faire.

The nine members of this year's joint venture sponsored by the British Textile Machinery Association (who were themselves represented at the exhibition) and the Department of Trade and Industry, were by no means strangers to the American and numerous overseas visitors to their booths. Bentley Engineering Group showed a large range of knitting machines and its new Computaknit computerised pattern preparation system. Stibbe-Monk exhibited a line of jacquard double jersey machines and a sophisticated system of computerised pattern preparation knitting machine control.

Circular knitting machines shown by A. Kirkland and Co., who specialise in double jersey equipment, included three circular 'Patternlock' double jersey machines. Camber International had on view circular knitters for multi-feed single jersey with full jacquard capability, for top quality plush. The 'Cheminkit' is claimed to be a new concept in the design of single jersey knitting machines and was shown at a time of worldwide demand for fine gauge single jersey fabric. The 'Velnit' is capable of producing plain plush, sculptured patterns and two colour jacquards.

Bates Textile Machine Co. introduced at this show their BTP 72 transfer machine which permits colours and tones of printed synthetics to be controlled to a point of precision which has not previously been possible. A continual stream of visitors crowded around this machine which was in continuous operation throughout show hours. Phipps-Faire Ltd. exhibited transfer application presses including Mark IV AA which also was a centre of interest and in continual operation. Lowe and Carr Ltd. had great success with both North and South American customers who ordered large quantities of printing papers for designs applied by heat process to fabrics. Platt International showed their T30A warping machine with a newly patented adjustable pressure roller.

The British exhibitors were unanimous in their agreement that KAE '73 was an unqualified success and that by coming to Atlantic City with new and improved products they were in the right place at the right time. Show attendance this year not only jumped 10 per cent but a marked increase in buyer interest and available money, evident at the exhibition, seems to support the prediction that, following a virtual four-year plateau, 1973 will see the largest capital spending spree since 1956.

MISSIONS and TOURS

Two hundred Germans in sponsored trade mission to see Sheffield

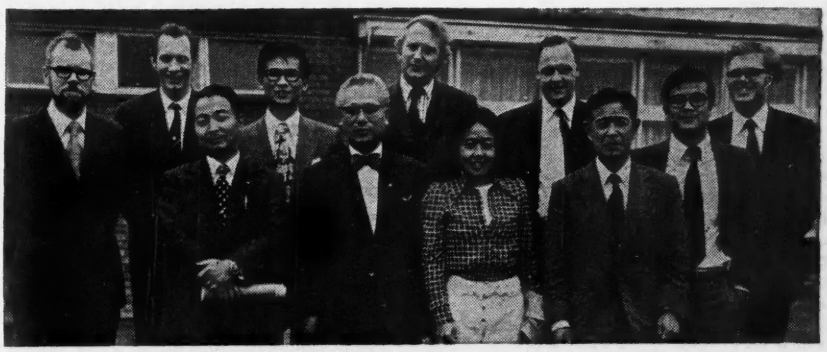
OVER 200 top buyers and industrialists from West Germany fly in on two chartered aircraft on May 24 to spend three days talking business in Sheffield. The trade mission is unusual not only because of its large size, but because it is being sponsored by Sheffield City Council which shares the cost with the British Overseas Trade Board and local industry.

Last year, in Sweden, the City mounted a massive display in Gothenburg which produced orders running into millions of pounds for Sheffield's industry. This year it was decided to bring German businessmen to Sheffield. The pinpointing of the Germans was a difficult task and the Council was helped considerably by the Government through the British Embassy in Bonn.

The visiting industrialists fly into East Midlands airport on aircraft from Hamburg and Dusseldorf. About 70 Sheffield companies stand by to act as hosts and to show the visitors around factories and showrooms. The Germans have been grouped under the headings of steel, engineers' tools, machinery, cutlery, hand tools and industrial development.

Special programmes have been arranged for every member of the trade mission to ensure that his stay in Sheffield is 100 per cent purposeful. Teams of interpreters will be on hand to help overcome language problems and a complex transport system has been laid-on to ensure the speedy movement of guests.

Besides the business sessions, there is a social programme which includes a Lord Mayor's Banquet, a Chamber of Commerce reception and lunch in a marquee in the private grounds of Chatsworth House, plus VIP and press parties.



Senior representatives of the Orient Company Ltd., plywood and furniture manufacturers of Numata, Japan, visited the CIBA-GEIGY factory at Duxford, Cambridge, recently to discuss the purchase of Aerolite resin glue for a large wood chipboard factory they are now building. Members of the delegation, headed by Orient President Mr. Shiro Takenaga (front row, wearing bow tie), were shown over the CIBA-GEIGY plant and laboratories by export manager Mr. D. W. Ford.

Fourth Dundee trade mission in seven months

FOR the fourth time since last November, Dundee Chamber of Commerce is sponsoring an overseas trade mission. One of the frontrunners in group exporting from the United Kingdom, the Chamber's Overseas Trade Group has organised missions to Australia/New Zealand (November 1972), Los Angeles/Houston (February 1973), and a combined venture with the Glasgow Chamber of Commerce to the Gulf States and United Arab Emirates (March/April 1973).

The fourth mission to South Africa is visiting Johannesburg, Durban and Cape Town over a period of two weeks until May 26.

Leading the Mission—Mr. A. S. Kyle, chairman of the Scottish Export Committee and a past-president of the Dundee Chamber, who led the first Dundee Chamber of Commerce trade mission to South Africa in 1967.

Representatives participating in the Mission include: Robertson, Ireland Ltd., Dundee (A. S. Kyle)—jute cloths, wall hessians and horticultural twines; Sidlaw Industries Ltd., Dundee (C. R. Singer)—tufted carpet backings, pile yarns and jute and flax yarns and cloths; Carmichaels of Dundee Ltd., Dundee (F. D. Hawkes)—leather goods, industrial supplies, furniture; Charles Beattie Ltd., Tealing, Dundee (W. G. Beattie)—seed potatoes; Tayside Floorcoverings Ltd., Newburgh, Fife (K. Whitfield)—linoleums, vinyls and carpets; Chas. Openshaw & Sons (M/C) Ltd., Todmordon, Lancs (M. R. Olive)—textiles and chemicals for the offset printing industry; Loach Manufacturing Co. Ltd., Lye, Stourbridge, Worcs. (Mrs. R. A. Loach)—cash, deed and document boxes; Trumeter Co. Ltd., Radcliffe (S. Stone)—counting and measuring instruments.

Far Eastern capitals toy tour

PETER TURNER, managing director of double 'Best Toy' winners, Turner Research Ltd. of Leeds, left on the first leg of a three week tour of Far Eastern capitals. His mission is to sell his two award-winning products, Plasticraft ('Best Girl's Toy') and Enamelcraft ('Most Original Toy').

First stop is Hong Kong, after which he is travelling to Tokyo, followed by Kuala Lumpur and Bangkok to the end of May. Turner Research reports a significant increase in export sales of the two hobby kits as a result of participation at the Nuremberg, Paris and New York toy fairs.

EXPORT BUSINESS

Abu Dhabi government orders £650,000 hospital equipment from Searle

THE Searle UK Group of Companies, based at High Wycombe, has been awarded a contract for £650,000 by the government of Abu Dhabi. The contract is for the supply and installation of medical equipment for the Beach Hospital for Obstetrics and Gynaecology.

Searle has been asked to equip a number of areas in the hospital, including X-ray rooms, operating theatres, laboratories, kitchen, laundry, sterilising departments, incinerator, blood bank, mortuary, dental units.

Searle will also supply cardiac monitoring units, together with closed circuit television monitoring and nurse-call and intercom systems to all wards.

Loewy Robertson improves mills for Kaiser US aluminium plant

LOEWY Robertson Engineering Company Ltd. of Poole, Dorset, has been awarded a contract worth more than 250,000 dollars for supplying improvements in the control system of two mills for Kaiser Aluminium and Chemical Corporation.

The two mills, a five-stand and a single stand, are used in the Ravenswood production of light gauge aluminium, a product with the most exacting gauge tolerance requirements. In 1968, Loewy Robertson supplied automatic gauge control equipment to the five-stand mill which produces precision light gauge tolerances in one pass from hot rolled aluminium and aluminium alloy strip.

The new hydraulic roll gap control equipment will work in conjunction with an on-line digital computer which Kaiser have developed for the extraction and use of all available information, including improved X-ray gauge read-out, in order to provide automatic mill adjustment to this very critical process.

Rank's £186,000 sales at Peking

SALES and orders totalling £186,000 were achieved by The Rank Organisation during the British Industrial Technology Exhibition in Peking.

This includes what is believed to be the largest order for colour television studio equipment ever placed in the West by China. Rank Cintel sold the equipment, worth £77,000, direct from the stand: it includes both photo-conductive and flying-spot 16 mm telecines as well as studio colour monitors. Orders for Taylor Hobson TV zoom lenses and colour camera optics were also obtained.

Visitors showed interest in the company's range of precision metrology products, Hilger and Watts analytical instruments and fibre optics. Sales included Talysurf and Talyrond measuring equipment, micro-alignment telescope, clinonometer and survey equipment worth £20,000. Substantial orders were taken for equipment not exhibited and sales also included a weapon detector doorway for airport security.

TV and film studio lighting equipment by Rank Audio Visual attracted great interest and Dolby sound system equipment for cinema application was sold from the stand.

Companies within The Rank Organisation have been trading with China since the early 1950s. Sales during the past 10 years have totalled £4.5 million.

Muscat and Oman repeats order

REPEAT order for the extension to the Port of Qaboos has been awarded to H. H. Robertson (UK) Ltd. by the Government of Muscat and Oman. It is to supply Galbestos protected steel cladding and translucent day-lighting units for the roofs and sliding doors of six dockside warehouses. Robertson completed a contract for the first two transit sheds at Qaboos three years ago.

The contract worth over £100,000 covers the supply of materials and supervision of erection at site.

Galbestos cladding, a box-rib profiled steel cored sheet protected by layers of molten zinc, resin impregnated felt and a polyester colour coating on both sides, was again specified for the new warehouses on the basis of the in-service experience, in a salt laden atmosphere, on the original order. The external colour is to be off-white. The daylighting sheeting is also protected against corrosion and ultra-violet rays.

Robertson have co-ordinated the work on this project through three of their export offices in London, Dusseldorf and Beirut. Production of the cladding has been scheduled at the Ellesmere Port factory so that construction work can begin on site in June 1973. The daylighting units will be made at the company's Welshpool plant near Shrewsbury.

Translations for Italian air force

ABLE Translations Ltd. recently completed the translation into Italian for Ferranti Ltd. of technical manuals involving more than half a million words. These were for the Italian Air Force in connection with an air traffic control radar simulator installation supplied by Ferranti.

The task, which took several months, involved the camera-ready reproduction not only of the text but of hundreds of circuit diagrams essential to an understanding of this computerised equipment, with translations of the annotations.

Able organised the translation through its associates in Italy where an Italian computer expert with a first-class knowledge of English supervised the translation and editing. Camera-ready preparation was done partly in England and partly in Italy.

Indian port buys £70,000 couplings

INDIAN port of Visakhapatnam has placed orders worth £70,000 for scoop control fluid couplings manufactured by Fluidrive Engineering Co. of Isleworth. The couplings will be used to control the start and acceleration of heavy duty belt conveyors—part of the advanced iron ore storage and ship-loading facilities which are to be installed at the port.

Forty fluid couplings, including spares, will be incorporated with driving motors having powers ranging from 200 to 600 hp.

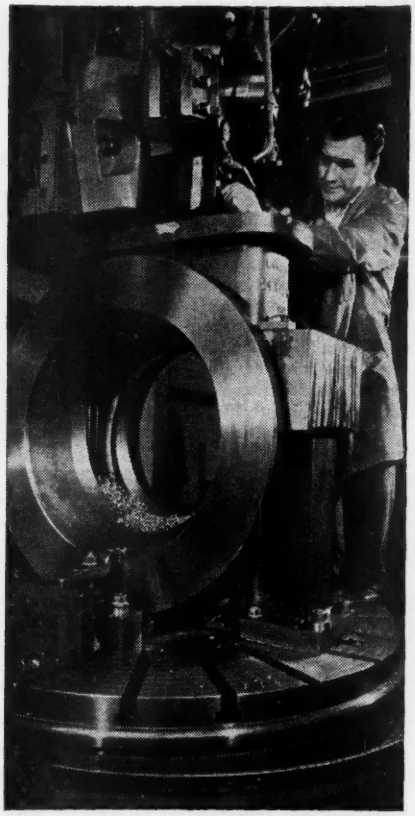
Parsons Peebles package picked

PARSONS Peebles Ltd., a member of the Reyrolle Parsons Group, has gained its first order for a new range of packaged A.C. generators for gas-turbine drives.

The order, received from Thomassen Motorenfabriek B.V., a member of the Rhine-Schelde Verolme Group, of The Netherlands, is for a 25.45MW 3,000 rev/min 11kV synchronous generator to be driven by a base-load industrial gas-turbine.

Due for delivery in December this year, the complete package will consist of the fully-assembled air-cooled filter-ventilated generator and its brushless exciter mounted on a bedplate with a full-duty reduction gearbox and enclosed in a weatherproof housing.

The packaged concept obviates the need for a building and elaborate foundations; it also shortens erection times, with the result that the generating unit is ready for operation in a matter of weeks from delivery rather than months for more conventional sets.



Machining of the largest gate valves to be produced by Langley Alloys, part of the GHP Group, of Slough, Bucks, as part of an urgent order for three of them to help boost copper output at the Nchanga Consolidated Copper Mines, Zambia. Ordered by plant contractor Power-Gas Ltd., the valves, of 24 in. nominal bore and weighing almost a ton apiece, are made in Ferralium stainless steel.

Polish instrumentation contract

CONTRACT valued at £100,000 for instrumentation of a caprolactam (man-made fibres) plant now under construction at Pulawy, Poland, has been won by Kent Instruments Ltd. of Luton, a member of the George Kent Group.

The contract was awarded by Woodall-Duckham Ltd. of Crawley, leaders of an international consortium formed, with Technipetrol of Rome and Inventa of Switzerland, to build the Zaklady Azotowe complex at Pulawy, approximately 100 km south-east of Warsaw: it covers the supply of Flexair controllers and recorders, and Deltapi N transmitters.

The equipment will be supplied from the George Kent Group's two European manufacturing centres: Luton, the group headquarters, and Lenno (Como) where the group's Italian subsidiary Kent-Tieghi SpA is located.

Moon shines in Russia and New Zealand

A THIRD contract to supply equipment for the Kama River lorry plant project in Russia has been awarded to Moon Brothers Ltd. of Birkenhead. The order, for two model GH brake shoe rolling and resetting machines, is being supplied in conjunction with Girling Ltd., who are contractors to Avtopromimport, one of the main Russian Ministry purchasers of automotive equipment.

The model GH is designed for both the high speed rolling and resetting of heavy duty brake shoes, but will be used for resetting only at the Kama River plant. Of extremely solid construction, the model GH machine weighs 8½ tons and has a resetting output of 600 shoes per hour. Brake shoes with an outside radius of between 5¾ in. and 8¾ in. can be handled.

New Zealand silencer manufacturers Campbell Tube Products Ltd. have ordered two machines for the production of vehicle silencers from Moon. The machines to be supplied are a model RF single ended flanging machine and a model CZ seamer.

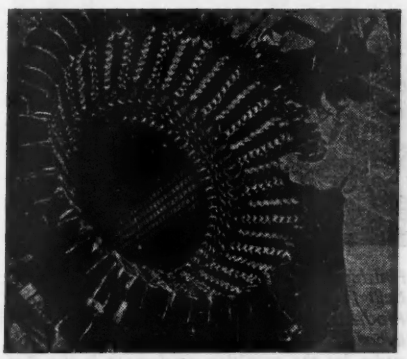
Oval or round silencers can be flanged on the model RF, which is a vertical, semi-automatic single ended machine. Output is approximately 150/180 silencers per hour. The model CZ is a single-ended vertical machine specifically designed for low output batch production with economically-priced tooling. Diameters of between 3 in. and 12 in. and lengths of up to 36 in. can be handled on the model CZ at rates of approximately 50/60 per hour.

Costain to build school in Oman

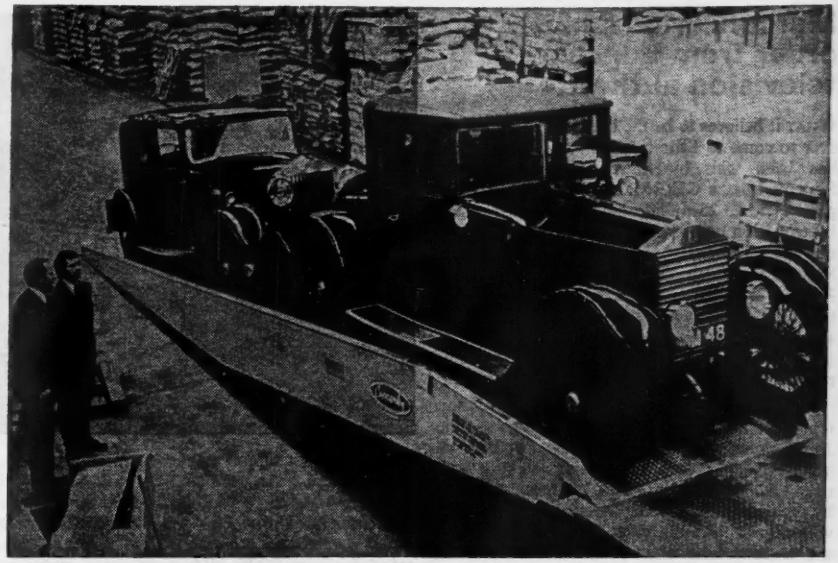
COSTAIN Civil Engineering Ltd. has been awarded a contract for the design, construction and equipping of a boarding school for boys in Oman. The construction will be carried out in association with Yahya Mohammed Nasib, an Omani contractor. The school will be constructed at Al Galah, 26 km from Muscat, and will accommodate 200 pupils in junior and senior grades.

The scheme includes dormitory blocks, teaching staff accommodation, administration building, science laboratory, learning laboratory with audio language equipment, lecture theatre, refectory, workshop.

The complex, which includes water and electrical distribution, is being designed to be complementary to traditional Arab architecture in the Sultanate of Oman. Work will commence shortly and is programmed to be completed in a year.



Completing the stator winding of a 53 MW 3,600 rev/min turbo generator in the Loughborough works of Brush Electrical Machines Ltd., a Hawker Siddeley company. This machine is being supplied to Curtiss Wright Corporation, USA, for public services, New Jersey. It is of the brushless type and of double ended construction, designed to be driven from both ends by gas turbines.



A Copperloy mobile ramp being used to load two vintage Rolls-Royces into a 40 ft. container for export to America. Copperloy mobile ramps are marketed in the UK and Europe by Keyzar Farnworth Packaging Ltd., Stockport, Cheshire. They are able to withstand weights of 40,000 lb. but are designed so that they can be moved from site to site inside a warehouse or outside in the marshalling yard by two or three men.

Pye TV transmitters for Iraq

PYE TVT Ltd. of Cambridge has concluded a contract with the Ministry of Information, Iraq, for the supply of six television transmitters. The transmitters supplied under this contract, having a value of nearly £500,000, will expand the television coverage throughout the southern part of the country.

These VHF transmitters will each have a power output of 10kW and will be installed in pairs near the towns of Sammawa on the Euphrates River, Amarah on the River Tigris and in Basrah. The programmes will be transmitted from aerials mounted on 1,000 ft. masts. Ancillary equipment for these three transmitting stations is also included in the total contract.

The installations will be a continuation of the long association between Pye and the Iraq Government dating from 1956 when the first television station in Iraq was installed by Pye TVT Ltd. Transmitters similar to those being installed in Iraq are being supplied to many other countries including Nigeria, Ghana and Indonesia.

Simon hydraulic platforms surge

SIMON Engineering Dudley Ltd., manufacturers of Simon Hydraulic Platforms for overhead access, report an upsurge in export orders in the early part of 1973. Four platforms have been ordered from Switzerland, nine from France and two each from Germany and Norway, while orders for single machines have come from Holland, Iran, Libya, Hongkong, Thailand, Dominica.

Simon hydraulic platforms are used by industrial and municipal concerns for quickly raising men and tools to overhead working positions and are built in a range of sizes with working heights from 20 ft. up to 100 ft.

Metal Box exporting to Finland

CARTON packing machinery from The Metal Box Co. Ltd. has found its first major customer in Finland. The company's Finnish licensee has successfully installed a Diotite former, part of the larger Diotite system, at a leading bakery and chocolate manufacturer, Oy Karl Fazer AB, of Helsinki. Fazer is using the machinery to erect paper board trays to pack cream cracker biscuits and this is the first time Diotite has been used outside the UK for other than frozen foods.

Metal Box designs and manufactures Diotite packaging machinery and the system is marketed in 24 countries through 19 licensees. The Helsinki manufacturer is using a Diotite S62 hot air high-speed former to set up the board trays as a base for the biscuits at speeds of up to 86 cartons-per-minute.

Microstrainers for Botswana

CRANE Environmental Systems Ltd., has delivered two Glenfield series microstrainers (10 ft. × 10 ft.) to Mather & Platt Ltd. for the Shashe water supply scheme, Botswana. This scheme, part of a mining development in North East Botswana, includes construction of a dam—now largely completed—on the Shashe river, to form a 70,000 acre/ft. reservoir.

The microstrainers, designed for a throughput of 10.50 mgd, will treat water soon after it leaves the reservoir. The water will then be pumped some 50 miles distance for use in a new township, a coal fired power station and copper-nickel mines at Selebi-Pikwe.

More radiolocator radars chosen

AS THE NEW Radiolocator series of radars continues to prove itself in service, Marconi Marine, a GEC-Marconi Electronics company, announces the receipt of further orders including the supply of 18 equipments to Greek owners.

Among British owners who have recently placed orders are P & O, Bank Line, Ministry of Defence, W. A. Souter, Hunting and Son, Trader Navigation Company, British Rail, Fyffes Group and Elwick Shipping Company. Other recent export business has come from both North and South America, and the Middle East.

The Niarchos Group has ordered a Radiolocator 12 and a Radiolocator 16 for each of its six newbuildings at the Skaramanga Shipyard in Greece, while three new buildings at the Yokohama yard of Mitsubishi for the Varnima Shipping Agency of Piraeus are to be similarly equipped.

The Radiolocators incorporate the very latest in conventional marine radar technology, including an almost total use of solid-state devices and advanced circuitry techniques.

Marconi wins £3.25m order from Yugoslav television authority

WHAT it believes to be the biggest single contract ever to come to Britain for television equipment has been won by Marconi Communication Systems Ltd., a GEC-Marconi Electronics company. The £3.25 million contract was contested by television equipment manufacturers throughout the world and Marconi Communication Systems was selected by the Yugoslav Joint Radio Television Committee, in which all eight republics and autonomous provinces are represented, to provide the biggest single share of the order for the studio and transmitting equipment which will put a second service on the air.

Each of the eight broadcasting and television regional stations has autonomous status but the Joint Committee has established professional links between the various stations so that each may take and transmit programmes originated by the others. The second network now planned will carry a 625-line colour service throughout the country and Marconi's current contract, placed by the Yugoslav importing agencies acting on behalf of four of the radio and television centres, will provide studio and mobile equipment for RTV Zagreb, Skopje, Pristina and Novi Sad. Transmitters for RTV Skopje and Pristina, where additional coverage is needed, are also included in the contract. Each of the stations operates independently and each has different geographical and economic circumstances for which their technical needs must be designed.

The contract includes the design and equipping of several main and presentation studios and the supply of a total of eight outside broadcast vehicles, four of which are to be equipped with the Marconi automatic colour television camera, the Mark VIII.

The Yugoslavs are also among the first broadcasting authorities to order the new Marconi-designed telecine, announced only in January of this year. Nine of the new telecines will be included in the order. The transmitters to be installed include 40kW, 20kW and 10kW u.h.f. transmitters, and 5kW and 1kW v.h.f. transmitters, both types from the latest generation of Marconi transmission equipment. Delivery of the order will commence in the spring of this year and is to be completed before the end of 1976.

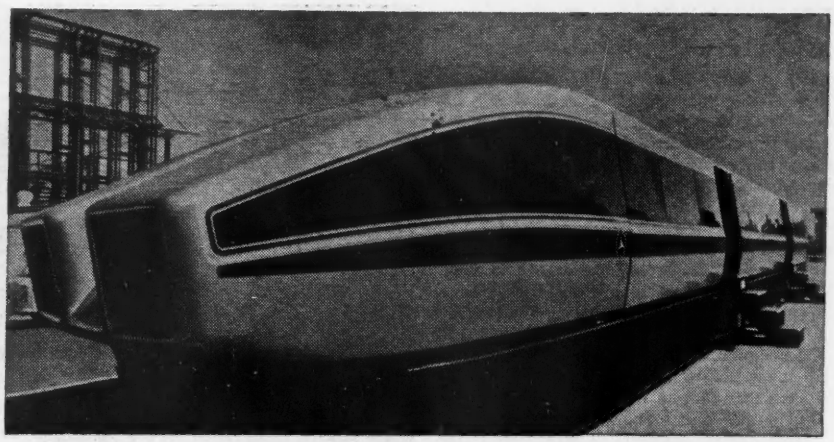
AEI exports insulated cable

THE Power Cable Division of AEI Cables Ltd. has received an order valued at approximately £200,000 for 15kV high voltage submarine cable. The order has been placed by the American contractors, J. Ray McDermott, for the Arabian American Oil Company. J. Ray McDermott is building deep-water tanker terminals at Ju' Aymah, north of Dhahran in Saudi Arabia.

The cable will be insulated with polyethylene applied by equipment designed and patented by AEI Cables. Apart from improved electrical and physical properties over conventional paper-insulated cables, this cable is also about a third lighter in weight.

The Bahrain State Electricity Board has placed an order with the Power Cable Division for paper-insulated cable valued at nearly £100,000. The order, placed through their agents, African and Eastern (Middle East) Ltd., is Bahrain State Electricity Board's annual requirement for its distribution programme.

In addition, AEI's Power Cable Division has received two orders from the Far East: the first, placed by the Hitachi Shipyard in Singapore for l.v. and h.v. paper-insulated cable valued at over £120,000; the second, from Tsing Yi 'B' Power Station, Tsing Yi Island, Hong Kong for paper and PVC insulated cable valued at £60,000.



A tracked air-cushion vehicle to incorporate a prototype thyristor controller manufactured by GEC Rectifiers Ltd., of Stafford. Following a design study completed by GEC early in 1972, it is to be supplied to Le Moteur Lineaire for use in a 150 mph vehicle being manufactured by Rohr Industries, California, for the United States Department of Transportation. The assembly, of novel construction to suit weight, size and accessibility requirements, is forced air cooled, is rated for over 6000 kVA continuous duty, and operates at full supply voltage of 4160V (3 phase 60Hz) so that a main power supply transformer is not required on the vehicle.

British car park control to Japan

BRITISH car park control system, developed by Godwin Warren Engineering of Bristol (a member of the Miles Druce industrial services group), is to be manufactured in Japan under an agreement with the Amano Corporation, the largest manufacturers of time recorders in the Far East.

The agreement, approved by the Japanese Government, covers the manufacture in Yokohama and sale throughout the Far East—except Hong Kong—of the GWE car park computer. The initial payments by Amano covered the supply in March of a computer and ticket-issue machine and the provision of GWE know-how and drawings. Further machines may be supplied until Amano start production: thereafter GWE will receive royalties for 10 years, extendable to 16 years.

GWE's entirely automatic car park control system, successfully installed in Britain and on the Continent, replaces the need for an attendant to collect payment: the pay machine can calculate the fee due, collect the money, give change and open the exit barrier; it is virtually vandal proof and foolproof.

Australian dredging contract

ROCK Fall Company Ltd., drilling and explosives engineers of Barrhead, Glasgow, has been awarded a major contract in Australia. With its Australian associates, WestHam Dredging Company, the company will be involved in underwater drilling, blasting and dredging at Port Kembla, some 45 miles south of Sydney.

The £6.25 million project awarded by the New South Wales Harbour Authority is for the deepening and extension of Port Kembla Harbour where the Australian Iron and Steel Proprieraty Co. Ltd., a subsidiary of The Broken Hill Proprietary Co. Ltd., are developing their existing steel works.

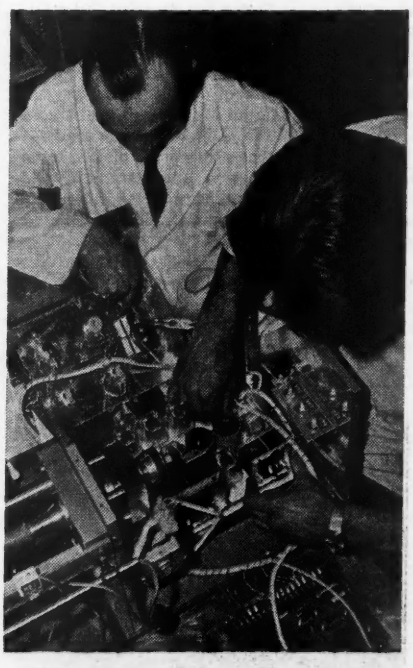
The total quantity to be dredged is estimated at some 2,700,000 cu. m and this includes 350,000 cu. m of hard rock to be drilled and blasted by Rock Fall Co. Ltd. The contract duration is two years.

Contracts in Eastern Europe

ORDERS valued at £110,000 have been obtained by Rotaprint Ltd., London manufacturers of small offset lithographic printing machines, for the supply of printing and duplicating machines, supplies and spares to Bulgaria and Romania.

The orders are among the largest ever obtained by Rotaprint in these territories and represent over 5 per cent of current total export earnings for a complete year.

Rotaprint will be exhibiting at three exhibitions in Eastern Europe this year: the Bucharest Reprographic Exhibition in Romania in June; the Plovdiv Fair in Bulgaria in September; the Electronpolygraphmarsh in Moscow in October.



Finishing touches being made to a custom-built linear welding machine, at Palmer Aero Products, London, factory, prior to its delivery to the French company, A.M.F. The order for the precision equipment is the first to be received from France since the company announced last year that its linear welders were being marketed: this machine incorporates an extra-long welding carriage of 1000 mm. and a torch height capability 230 mm. The machine is very simple to operate, and personnel with no previous welding experience can produce welds of the highest quality with a minimum of training.

Addresses of ECGD local offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters. Its object is to provide on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1971-72 was £3,813 million. The Head Office of ECGD is at Aldermanbury House, Aldermanbury, London, EC2P 2EL. Tel. 01-606 6699, Telex 883601. The Department's local offices are as follows:

London (City)
London postal districts E, and EC2 and 3, South Essex.
J. V. Baker, Marlon House, 71-74 Mark Lane, London EC3R 7HS. Tel. 01-488 3491. Telex 886888.

London (South)
London postal districts of EC4, SE1-27 and SW1-20. Counties of Kent, Surrey and Sussex, East Hampshire, the Isle of Wight and the Channel Isles.
G. J. A. Link, First Floor, Lancaster House, 70 Newington Causeway, SE1 6EG. Tel. 01-407 5011. Telex 888575.

London (North)
London postal districts of N, EC1, WC1 and 2, South Herts and Middlesex (part GLC area only).
J. Currie acting, 1-4 Old North Street, Red Lion Square, WC1R 4TE. Tel. 01-405 8991. Telex 263615.

London (West End)
London postal district NW and W. Middlesex (part GLC area only).
D. G. Hake, Waverley House, 7-12 Noel Street, London W1V 3PB. Tel. 01-437 2292. Telex 24105.

Cambridge
Counties of Bedford, Cambridge, Huntingdon and Peterborough, Northants, Norfolk, Suffolk, North Bucks, North Essex, North Herts and South Lincs, including City of Lincoln.
H. Watson, Prudential Buildings, 59 St. Andrews Street, Cambridge CB2 3HA. Tel. Cambridge 67736, Telex 81624.

Belfast
The six counties of Northern Ireland.
R. H. Forsyth, River House, High Street, Belfast BT1 2BE. Tel. Belfast 31743/4. Telex 74577.

Birmingham
Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor, Stafford and parts of the counties of Derby and Nottingham.
R. J. Thomas (Acting), Chamber of Commerce House, Harborne Road, Birmingham B15 3DL. Tel. 021-454 4375. Telex 33132.

Bristol
Counties of Gloucester, Wiltshire, Dorset, Somerset, Devon, Cornwall, Oxfordshire, West Berkshire, West Hampshire, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
K. I. Humphrey Washington House, Great George St., Bristol BS1 5QL. Tel. Bristol 22102. Telex 44248.

Glasgow
Scotland and the Outer Isles.
F. R. Burge, Fleming House, 134 Renfrew Street, Glasgow G3 6TL. Tel. 041-332 8707. Telex 77130.

Leeds
The counties of York, Durham, Northumberland and part of Lincoln.
W. Ford, Liverpool Victoria House, 8 Otley Road, Leeds LS6 2AN. Tel. Leeds 782121. Telex 55125.

Liverpool
The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint: parts of Lancashire and Cheshire and the Isle of Man.
Number One Old Hall Street, Liverpool L3 9HJ. Tel. 051-236 5756. Telex 62537.

Manchester
Parts of Lancashire, Cheshire and Derbyshire, and all of Cumberland and Westmorland.
R. H. K. Hughes, Cheshire House, 18-20 Booth Street, Manchester M2 4AJ. Tel. 061-236 8861. Telex 667756.

Nottingham
Counties of Leicester and Rutland, and parts of the counties of Nottingham, Derby and Lincoln.
T. W. Hawes, Equitable House, Old Market Square, Nottingham NG1 2LE. Tel. Nottingham 46585. Telex 37566.

Reading
Counties of South Bucks, Middlesex and East Berkshire.
T. J. M. West, 18 The Forbury, Reading RG1 3EJ. Tel. Reading 580577. Telex 848422.

New York
In the United States exporters can obtain assistance from the Department's resident Representative for the USA and Canada.
J. A. Dorrian DFM, c/o British Trade Development Office, 150 East 58th Street, New York 10022, USA. Tel. 212-593-2258. Telex 420543.

Czechoslovak Deputy-Minister for Foreign Trade, Mr. I. Peter, receives a welcome from Lord Limerick, Parliamentary Under-Secretary of State for Trade. Mr. Peter led the Czechoslovak delegation at the first session of the UK/Czechoslovak Joint Governmental Commission.

Bulgarian Minister of Foreign Trade, Mr. Ivan Nedev (centre), with Sir Geoffrey Howe, Minister for Trade and Consumer Affairs (left), and Lord Drumalbyn, Minister without Portfolio. The picture was taken at DTI headquarters during Mr. Nedev's recent visit to Britain.

Visit of Czechoslovak delegation to London

A CZECHOSLOVAK delegation led by Mr. I. Peter, Deputy Minister of Foreign Trade, arrived in London on May 14 to carry out a week-long programme of official engagements. Mr. Peter was accompanied by Mr. M. Stur, Deputy Minister of Metallurgy and Engineering, and Mr. M. Kubat, Deputy Minister of Technology and Investments.

The delegation came to London to participate in the first meeting of the Anglo-Czechoslovak Joint Commission established under the Cooperation Agreement between the two countries signed in September 1972. The delegation's programme included a meeting with Lord Limerick, Parliamentary Under-Secretary of State for Trade and the Minister of State, Foreign and Commonwealth Office, Mr. Amery.

The British delegation to the Joint Commission included representatives of the East European Trade Council, the London Chamber of Commerce and Industry and the Confederation of British Industry.

The Joint Commission reviewed the operation of the three inter-Governmental Agreements concluded with Czechoslovakia namely the 1968 Agreement in Cooperation in Applied Science and Technology; and the Long Term Trade Agreement and the Cooperation Agreement, both signed in 1972.

Among the subjects expected to be covered at the Joint Commission were the prospects for co-operation between British and Czechoslovak industry in the automotive industry, the chemical and petrochemical industries, the machine tools industry and the food processing industry.

Hungary and the People's Republic of China

THE Hungarian-Chinese trade and payments agreement for 1973 was signed in Budapest on March 7, 1973. The agreement is reported to provide for an increase in trade between the two countries, and to cover, among other things, the export of Hungarian machine-tools, trucks, vehicle parts, medical equipment and steel cored aluminium cable to China in exchange for non-ferrous metals, chemicals, agricultural products and consumer goods.

EDB ext. 466/467/288

Turkey: extension of bilateral agreements

DECREE No. 7/5756, published in the Turkish *Official Gazette* of February 15, 1973, extends for one year the trade agreements with the following countries:

Abyssinia	March 3, 1967	Indonesia	Sept. 14, 1959
Algeria	July 27, 1967	Italy	Jan. 24, 1952
Austria	Aug. 8, 1949	Jordan	July 28, 1966
Bulgaria	Feb. 22, 1955	Morocco	May 16, 1972
Czechoslovakia	July 9, 1949	Netherlands	Sept. 6, 1949
Denmark	Dec. 15, 1948	Norway	Feb. 24, 1949
Finland	Aug. 22, 1966	Poland	July 18, 1948
France	April 8, 1961 (Letters)	Spain	June 19, 1951
		Sweden	June 7, 1948
Germany, Fed. Rep.	Feb. 16, 1952	Tunisia	July 17, 1967

The Decree also extends for one year payment agreements with the following countries:

Bulgaria	Feb. 23, 1955	Poland	July 18, 1968
Czechoslovakia	July 9, 1949	Romania	April 5, 1954

The Regional Co-operation for Development Union Agreement has also been extended for one year. **CRE ext. 2497**

Cuba: immigration procedures

A resolution issued on January 31, 1973 by the Department of Immigration of the Ministry of the Interior establishes controls on stays of less than 90 days in Cuba by foreigners. The only item likely to present difficulties to British visitors is the requirement for those authorised to stay in private accommodation to call personally with their passports at the Department of Immigration within 24 hours of arrival.

Yugoslavia: foreign accounts and deposits

IT has been announced in the Yugoslav *Official Gazette* that commercial banks authorised to engage in credit business with foreign countries are entitled to keep foreign accounts and deposits owned by foreigners whether or not the owners are based in Yugoslavia,

provided that the deposits are made in convertible currencies. Commercial banks authorised to engage in foreign exchange trade locally will be allowed to keep foreign accounts and deposits only when the foreign subjects are either based or permanently resident in Yugoslavia. **EDB ext. 420/475**

Reduction in tariffs on imports of certain leathers from certain South American countries

FROM June 1, 1973 the full duty of 16 per cent on certain leathers imported from Argentina, Brazil, Colombia and Uruguay will be reduced to 12 per cent.

Before January 1, 1972 the duty rate was 16 per cent but between January 1, 1972 and November 3, 1972, the leathers entered the country duty free under the United Kingdom's scheme of Generalised Tariff Preferences for developing countries.

The duty was restored to 16 per cent on November 3, 1972 under the procedure whereby the United Kingdom reserved the right to take safeguard action by withdrawing or modifying the preferential tariff treatment, if imports into the United Kingdom under the Generalised System of Tariff Preferences (GSP) of any product, caused or threatened to cause serious injury to domestic producers.

The United Kingdom Government, however, indicated to the Governments of the four countries that it was ready to consult with them concerning possible alternative arrangements for 1973.

Consultations have now taken place and in the light of these discussions and other considerations an Order has been made which partially restores the preferences by reducing the duty on imports of the leathers from the four South American countries to 12 per cent.

Copies of the Order reducing the duty, The Import Duties (Developing Countries) Order 1973, (SI 1973/892) can be obtained from HMSO, 49 High Holborn, London WC1 (price 3p) or by post from HMSO PO Box 569, London SE1 (price 5½p).

Note

The leathers are shown under Tariff Heading 41.02(A) of HM Customs and Excise Tariff and cover:
'Bovine cattle and equine leathers of box and willow calf, box and willow sides and other chrome tanned leather, imported in skins or pieces weighing less than 4lb. each, but not including wet blue chrome tanned leather.'

Import Duties Orders

THE Treasury has made the following Import Duties Orders:

The Import Duties (Temporary Exemptions) (No. 12) Order 1973

This Order continues until May 28, 1973 the temporary exemption from import duty of fresh, chilled or frozen beef and veal and provides for the exemption from import duty until that date of live domestic bovine animals. The Order also continues until May 16, 1973 the temporary exemption from import duty of new potatoes.

The Order came into operation on April 30, 1973 and has been published as Statutory Instrument 1973 No. 832.

The Import Duties (Temporary Exemptions) (No. 13) Order 1973

This Order provides that goods of a description specified in Schedule 1 (which includes universal plates or iron or steel, certain angles, shapes and sections of iron or steel and certain alloy steel bars and certain steel sheets) are to be exempt from import duty until January 1, 1974 or until such earlier date as is specified in that Schedule. The Order also continues until July 3, 1973 the temporary exemption from import duty of goods of a description specified in Schedule 2.

The Order came into operation on May 3, 1973 and has been published as Statutory Instrument 1973 No. 844.

The Import Duties (Temporary Reductions) (No. 2) Order 1973

This Order reduces the full rates of import duty and the rates applicable to EFTA countries on beef and veal products specified in the Schedule until May 14, 1973. This Order also provides for no import duty to be charged until the same date on those products and on certain beef fats in the case of goods qualifying for Commonwealth preference. The rates resulting from this Order are those which were chargeable on the relevant goods immediately before April 30, 1973.

The Order came into operation on May 4, 1973 and has been published as Statutory Instrument 1973 No. 862.

Copies of these Orders are available from Her Majesty's Stationery Office, 49 High Holborn, London WC1 and branches (respective prices 3p, 5p and 3p) or by post from HMSO, PO Box 569, London SE1 (respective prices 5½p, 7½p and 5½p).

CRE Commercial Relations and Exports Divisions
Department of Trade and Industry
1 Victoria Street, London SW1H 0ET
Tel. 01-222 7877

EDB Export Data Branch, Export Services Division
Department of Trade and Industry
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757

Applications for temporary exemption from import duty

THE Department of Trade and Industry is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by June 7.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.14	Hexane-1.6-diol diacrylate	SR 238 1.6 Hexamethylene glycol diacrylate 1.6 Hexane diol diacrylate	December 31, 1973	14206
	4,4′-*iso*Propylidenedi-(2-phenoxyethyl methacrylate)	SR 348 Ethoxylated bisphenol A dimethacrylate	December 31, 1973	14088
29.25	3,4′,5-Tribromosalicylanilide	as in previous column	December 31, 1973	14521
29.34	3-(2-Aminoethylamino)-propyltrimethyoxysilane	N-2-aminoethyl-3-amino propyl trimethoxy silane	December 31, 197	14389
29.35	1,4-Di-(2,2,2-trichloro-1-formamidoethyl)piperazine	Piperazine-1,4-diyl-bis-[1-2,2,2-trichloroethyl)-formamide]	December 31, 1973	14388

Canada: British commercial representation in Quebec

THE British Government Office, Quebec City, has ceased to deal with commercial matters, and commercial work in the whole of the Province of Quebec is now undertaken from the British Government Office, Montreal, whose address is 635 Dorchester Boulevard West, Montreal 101, P.Q. (tel. 866-5863, Telex 01-26437 a/b UKREP MTL). **CRE ext. 2629**

TARIFF & TRADE NOTICES

France

EXCHANGE CONTROL REGULATIONS: The French *Moniteur du Commerce International* of April 23 published the following changes in the system of exchange risk guarantees introduced at the beginning of 1972:

The initial period during which cover cannot be provided will be reduced from two years to one.

Instead of 3 per cent, the exchange risk cover will now begin when an exchange loss of 2.25 per cent is incurred—the maximum permitted spread between European Community currencies.

Modifications to administrative procedures will be introduced to speed up decisions concerning requests for exchange risk guarantees.

Changes have also been made with the purpose of facilitating the exchange cover of French importers and simplifying rules controlling credits granted to exporters. Under regulations previously in force, forward exchange cover available to importers could only be arranged for a maximum period of three months extended to six or 12 months for certain goods. Henceforth importers will be able to arrange forward cover of exchange with no other limits than those normally appertaining to periods and amounts specified in the import contracts.

Credits granted by French exporters: In the absence of special authorisation from the customs authorities or COFACE (French Export Credit and Price Guarantee Board) exporters were only allowed to extend terms of payment to foreign customers up to a limit of 180 days. This limit has now been abolished.

Copies of the French text can be sent on request.

EDB ext 423/408/482

Portugal

OILS AND FATS, TALLOW—TARIFF AMENDMENTS: The *Diario do Governo* No. 95 published Decree Law 182/73 of April 23, 1973, which amended note 3 to chapter 15 of the Portuguese tariff as follows:

Oils and fats suitable for use in foodstuffs may be imported only in a denatured condition when intended for other purposes.

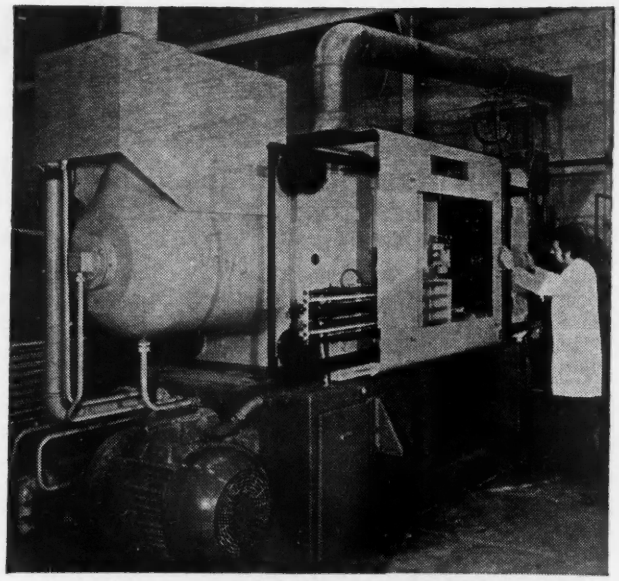
Tallow intended solely for the manufacture of soap need not be imported in a denatured condition if the soap factories give a written undertaking to the Customs that they will use the imported tallow solely in the manufacture of soap. In addition they are required to arrange a system of control within their industrial accounting, so that, by the quantities imported and the work sheets returned, the use of the imported tallow can be accounted for at any time to the Directorate General of Customs.

Tallow used in a manner other than the manufacture of soap will be regarded as being an evasion of duty under the subheading 15.02.01.

No further information is available. **EDB ext. 460/461**

Spain

CAPITAL GOODS: The Spanish *State Gazette* of May 3 announced the following additions and extension to the list of capital goods which may be imported at the concessional rate of 5 per cent subject to the importer making application to the Spanish Minister of Commerce.



The Norwegian company Nebb A/S employs this British machine for the production, of the large base and cover for high-voltage switchgear equipment. It is the largest thermoset injection machine supplied by BIP Engineering (Turner & Newall Ltd.), Worley, Worcestershire, for the production of DMC (dough moulding compound) mouldings.

Tariff no.	Description	Valid until
ADDITIONS		
84,31.B.4.b	Cleaning machines for sprinkling on cellulose filament which is continuously extruded through concentric rings with perforated double walls.	2.5.75
84.33.L	Machines for making self-adhesive labels wound between two bobbins via a high-precision cutting machine having a capacity of over 8,000 strokes per hour and printing machines separated from waste.	2.5.75
84.37.A	Looms for weaving carpets, weighing more than 6,000 kg. of Wilton type and with double weave, without Jacquard mechanism or similar, for soaking and binding and Axminster type including Jacquard mechanism, or similar for soaking and binding.	2.5.75
84.45.C.6	Automatic grinding machines designed for grinding with bearing races with incorporated loaders.	2.5.75
ex 84.59.K	Automatic machines for the manufacture of gelatine ampoules for medicaments, with means of lubricating moulds, immersion, dry removal of casting outline and union of neck and top with electronic capsule selection mechanism.	2.5.75
ex 84.59.K 85.11.A.2.C	Special furnace for reburning vapours in the atmosphere with metallic threads; in continuous operation with catalytic combustion of gases, with included machinery for winding and unwinding.	2.5.75
87.01.C	Tractors specially intended for parking and recovery of semi-trailers including their loading on freight ships, provided with a retractable fifth wheel with an elevation of over 18cm. single rear axle without suspension and torque converter.	2.5.75
87.07.A.2	Special small carts for transportation of smelting furnaces provided with a horizontal inclinable arm with unloading shovel.	2.5.75
EXTENSION		
86.04	Motor vehicles especially intended for the laying and care of permanent way.	2.5.73

EDB ext. 462/471/472/473

ENGLISH EXPORTERS (LONDON) LTD.

70 Baker Street, London, W.1.

Telephone: 01-486 4871 (7 lines) *Telex:* 23794 *Cables:* ENGLEXPORT London

We offer our services to manufacturers concerning their exports to anywhere in the World without charge to them and pay here against shipping documents.

WE SPECIALISE IN SWITCH, TRIANGULAR AND BARTER TRANSACTIONS.

Israel

EXCISE DUTY—WHISKY: The Israeli authorities have issued an amendment to the Order in respect of whisky. This item now reads as follows:

	Excise rate
Whisky	
a If removed from purchasers' yards before 1.10.73	IL.13.00 per litre of alcohol
b Other	IL 16.25 per litre of alcohol

EDB ext. 420/475

PURCHASE TAX AMENDMENTS: The Israeli authorities have issued amendments to the Purchase Tax Order which affect the following items:

Mattresses of expanded, foam or sponge rubber
Articles made of expanded, foam or sponge rubber or plastics
Polished plates of limestone or marble
Carbon dioxide (in containers 15 g. or over)
Fruit juices, sweetened beverages, fermented fruit beverages of a price of IL 0.16 or over per unit
Composition leather, hides and skins, raw, semi-finished or finished
Pianos
Heating appliances, electrical (excluding car heaters and those for central heating or hot water supply)
Electrical domestic appliances for ionization of air
Plastic plates, sheets, foil, strip or film, net-worked
Polyethylene and carbon mixtures (ex BN 32.07),
Stretch socks and stockings of synthetic yarn
Plastic oil-cloth
Office machines for printing or stamping travel tickets (ex BN 84.54)
Beer (other than in barrels)
Calculating or adding machines, book-keeping machines, cash registers, and goods falling under tariff item 84.53
Yarn and thread

Further amendments to Israel's Purchase Tax Order affect the following items:

Description	Rate of tax
Furniture:	
The text of this item now reads as follows:	
10 Furniture parts produced by form-pressing:	
11 coated with aminoplastic resins	IL 10.00 per sq. m
12 other, faced with veneer or any material which is not wood	20%
19 Other	10%
20 Furniture made wholly of metal; angular metal sections with holes	15%
30 Articles of BN heading 99.06 (antiques over 100 years old)	25%
40 Plaited	7.5%
90 Other	10%
Exception (1) to this item is superseded by:	
(1) Made wholly or partly of wood, excluding:	
1 Furniture made wholly of parts classifiable under paragraphs 11 and 12 or of parts as aforesaid combined with metal:	
2 Classifiable under Section 30	
Fruit juices, sweetened beverages, fermented fruit beverages, all in containers sold to consumers or retailers of beverages:	
The text of this item now reads as follows:	
20 Containing carbon dioxide:	
21 of a price up to IL 0.12 per unit	IL 0.00725 per unit
22 of a price exceeding IL 0.12 up to IL 0.13 per unit	IL 0.008 per unit
23 of a price exceeding IL 0.13 up to IL 0.14 per unit	IL 0.0086 per unit
24 of a price exceeding IL 0.14 up to IL 0.16 per unit	IL 0.01 per unit
25 of a price exceeding IL 0.16 up to IL 0.17 per unit	IL 0.011 per unit
26 of a price exceeding IL 0.17 up to IL 0.183 per unit	IL 0.012 per unit
28 Other, sold before 1.4.74	10%
29 Other	15%
Solid chocolate including filled or coated chocolate, other articles of food chocolate coated: other sweets:	
The text of this item now reads:	
Provided that the wholesale price of all these exceeds IL 7.70 per kg	10%

British exporters with inquiries should specify the items in which they are interested. **EDB ext. 420/475**

TEMPORARY IMPORT DUTY SURCHARGE: (Defence Levy) The Israeli authorities announced on March 25 that the import duty surcharge of 20 per cent has been extended for one year to April 1, 1974. **EDB ext. 420/475**

TARIFF AMENDMENTS: The Israeli authorities have issued the following amendments to the customs tariff:

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Item no.	Description	Rate of duty
09.01	In this item, subsection 1590 is superseded by:	
1590	Other	
1592	Released before 1.10.73	IL 2.25 per kg
1599	Other	IL 3.80 per kg
	Item 10.06 is superseded by:	
10.06	Rice	
1000	Rough (including paddy, loonzain and cargo rice):	
1010	Released before 1.4.74	Exempt
1090	Other	IL 0.085 per kg
9900	Other	
9910	Released before 1.4.74	Exempt
9990	Other	IL 0.10 per kg + 12.5% *ad val.*
18.01.1000	In this section, 'IL.3.025 per kg.' is superseded by	IL.2.90 per kg
18.04.9900	In this section, 'IL.3.855 per kg' is superseded by	IL.3.50 per kg
29.30	Section 1000 is followed by:	
2000	Isocyanates	20% *ad val.*
38.19	Section 4600 is followed by:	
4700	Mixed isocyanates	20% *ad val.*
44.05.6000	In this section, '10 × 10 × 100' is superseded by '11 × 11 × 100'	
44.14.2000	In this section '0.5 × 10 × 100' is superseded by '0.5 × 11 × 100'	
48.01.1000	Section 1000 is superseded by:	
1000	Newsprint	IL.0.015 per kg + 16% *ad val.*
55.06	In this item, section 9900 is superseded by:	
9000	Other	
9910	Released before 1.4.74	Exempt
9990	Other	20% *ad val.*
59.17	In this item, subsection 2020 is followed by:	
2030	Filtering elements for artificial kidneys or for blood transfusion units	Exempt
60.01	In this item, section 1000 is superseded by:	
1000	Pile fabrics other than those falling under section 3000	IL 4.00 per sq. m + 30% *ad val.*
73.20	Subsection 4010 is superseded by:	
4010	of a weight not exceeding 3.5 kg.	25% *ad val.* but not less than IL.1.50 per kg.
84.18	In this item, paragraph 9912 is followed by:	
9913	Filtering elements for artificial kidneys or for blood transfusion units	Exempt
84.21	Subsection 7210 is superseded by:	
7210	The guns and appliances, of a weight not exceeding 100 kg each	25% *ad val.* but not less than IL.11.50 each
84.52	In this item, section 9900 is superseded by:	
9900	Other	30% *ad val.*
	Item 84.53 is superseded by:	
84.53	Automatic machines for processing data and the units thereof: magnetic or optical readers,	

(*continued on next page*)

In London the Arab Bank is at your service

With its sister organisations the Arab Bank (Overseas) Limited in Switzerland, the Arab Bank A.G. in Western Germany, the Arab Bank (Nigeria) Limited and branches and correspondents throughout the Arab World, the Arab Bank provides a complete banking service in the evergrowing area of the Middle East and internationally.

Full information can be obtained from the

London Branch:
EMPIRE HOUSE
ST. MARTIN'S le GRAND
LONDON EC1P 1DR (P.O. Box 138)
Telephone 01-606 7801-5
Telex 884359
Cables: BANKARABI LONDON EC1

Arab Bank Limited

General Management: Amman, Jordan — Established 1930

The Arab Bank has branches in:

Abu Dhabi, Ajman, Bahrain, Dubai, Gaza, Jordan, Lebanon, Morocco, Oman, Qatar, Ras Alkhaimah, Saudi Arabia, Sharjah, Tunisia, Yemen Arab Republic.

Capital and Reserves	15,658,400	Jordan Dinars
Deposits	146,628,800	" "
Total Assets	213,061,300	" "

As at 31st December 1972
One Jordan Dinar (JD1) = U.S.$3.11

Sister Institutions:

Switzerland: Arab Bank (Overseas) Limited, Zurich and Geneva
Western Germany: Arab Bank A.G., Frankfurt/Main
Nigeria: Arab Bank (Nigeria) Limited, Lagos, Kano, Apapa.

Certificates of Origin

Export Invoices for all Commonwealth Countries

Complete price list on request

For our unequalled return of post service—write, wire or phone

THE CHATSWORTH PRESS & PAPER CO., LTD,
39, Waterloo Road, London, NW2 7TT *Tel.:* **01-452 9861 (3 lines)**

ISRAEL
continued

Item no.	Description	Rate of duty
	machines for transcribing data on data media in the form of a code and machines for processing such data not elsewhere specified	5% *ad val.*
84.55	1 In this item, section 1000 is followed by:	
2000	Parts and accessories for machines falling under items 84.52 and 84.53	20% *ad val.*
	2 Sections 3000, 4000, 5000 and 6000 are repealed.	
	3 Section 9900 is superseded by:	
9900	Other	50% *ad val.*
85.19	In this item, paragraph 1091 is followed by:	
1092	Protective circuit breakers operating on current leakage or on earth currents	10% *ad val.*

Amendments have also been made to the Israeli customs tariff which affect the following items.:

'If released before 1.4.73' is superseded by 'If released before 1.10.73':

27.10.5030	32.07.2010	73.10.1011	73.10.1012	73.10.1017
73.10.1050	73.10.1070	73.10.1092	73.10.2020	73.11.1011
73.14.3030	73.15.2091	73.15.5092		

'If released before 1.4.73' is superseded by 'If released before 1.4.74':

01.02.2000	02.01.1023	02.01.1028	07.05.4010	18.04.1100
25.23.1020	55.05.2000	84.22.5093	84.54.6000	91.04.4000

For the following items, the portion 'released before' 1.4.73' is deleted.

39.05.2020	40.06.1000	48.05.1000	70.20.1000	83.13.1000
84.16.4011				

British exporters with inquiries should specify the items in which they are interested. **EDB ext. 420/475**

Jordan

TARIFF AMENDMENT — GLUCOSE: The Jordan *Official Gazette* of April 10, 1973 carried the following amendment to the customs tariff:

Tariff no.	Description	Unit	Rate
17/2/b	Glucose	kg net	2 fils

EDB ext. 420/475

United Arab Emirates (Abu Dhabi): project list

A BRITISH Embassy list dated April 1973 of major development projects in progress or at the planning stage in Abu Dhabi has been received by the Department of Trade and Industry. Copies are available of this and of similar lists compiled recently for other Middle East countries—Bahrain (February 1973), Dubai (October 1972), Kuwait (February 1973), Lebanon (August 1972), Oman (July 1972), Qatar (March 1973) and Saudi Arabia (December 1972). **CRE ext. 3419**

Senegal

INVESTMENT CODE: The text of the new Senegalese Investment Code of June 12, 1972, has now been received. Copies are available. **CRE ext. 2334/3338**

Morocco

TRACTORS AND AIR PURIFIERS—DUTIES REDUCED: The Moroccan Minister of Finance announced that from April 23, 1973, duty on the import of agricultural tractors with wheels under heading 87-01 has been reduced from 25 per cent to 10 per cent. Import duty on air purifiers under heading 33-06 has been reduced from 150 per cent to 25 per cent. **EDB ext. 420/475**

South Africa

CUSTOMS TARIFF APPLICATIONS: Customs Tariff Application List 590, published in the South African *Government Gazette* of May 11, 1973, contains applications to the Board of Trade and Industries for increase in duty on:

1 A range of products of ethylene, styrene, and vinyl chloride polymers and copolymers, and of other artificial resins; also the following products classified under tariff heading 39.07; table and kitchen utensils; toilet and sanitary articles (excluding seats for water closet pans); shoe trees; bird rings; coat hangers; caps, lids and stoppers; articles of personal adornment; clothing and clothing accessories (excluding raincoats,); inflatable articles; spools, reels, or similar supports for cinematographic or photographic film; spools, reels, or similar supports for tapes; wire, strips and like articles of a kind commonly used for sound or similar recording; lampshades, diffusers, globes, bowls and similar articles; fishing net floats; knitting needles and crochet hooks and articles classifiable under tariff subheadings 39.07.10 90 and 39.07.28.90; also bobbins tubes, spools caps and similar supports for use on textile machinery and textile spinning cans (39.07.40.)
2 Electric space heating apparatus (85.12.20) electric smoothing irons. (85.12.40). Electro-thermic domestic appliances (85.12.60). Certain switches, switch plugs, units sockets or socket outlets, adaptors and lampholders (85.19.40 and 85.19.60.40).
3 Plain shaft bearings identifiable solely or principally for use with motor vehicles.

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association. Any firm proposing to make independent representations to the South African authorities and requiring further information concerning the application should address inquiries to Commercial Relations and Exports Department. **CRE ext. 2274**

CANNED MEAT PRICES: The South African *Government Gazette* of May 4, 1973, carries notice of proposed amendments to the compulsory standard specification for the manufacture, production, processing or treatment of canned meat products. The intention is to extend the scope of the current compulsory standard specification with regard to manufacturing and packing requirements. Any objection to the proposals should reach the South African Bureau of Standards by July 4, 1973. **CRE ext. 2274**

MATCHES—MONOPOLY INVESTIGATION: The South African *Government Gazette* of May 11, 1973, carries the announcement that the South African Board of Trade and Industries will institute an investigation into the existence or otherwise of monopolistic conditions in the production and sale of matches. Representations should reach the Secretary, Board of Trade and Industries, Private Bag X342, Pretoria, by July 6, 1973. **CRE ext. 2274**

TELEVISION RECEIVERS—COMPULSORY STANDARD: The South African *Government Gazette* of May 4, 1973, carries details (Notice No. R713) of the compulsory standard specification for electrical safety and system compatibility of colour and monochrome television receivers. The specification comes into effect on July 4, 1973. **EDB ext. 471/472/473**

Ghana

EXCHANGE CONTROL DOCUMENTATION: Telegraphic information has been received that, from June 1, documents presented to banks in respect of payments for imports must include the original copy of the freight receipt, attested by the shipping company. No bank may in future pay any freight bill not supported by a properly attested receipt from the owners of the carrying vessel.

Indonesia

IMPORT OF MEDICINES: The Indonesian Minister of Health announced on May 3 that the Government plans to prohibit the import of medicines, possibly from April 1, 1974. **CRE ext. 3348**

'T & I' subscriptions and sales

Subscription and sales inquiries about *Trade and Industry* should be directed to HMSO at any of the following addresses, 49 High Holborn, London, WC1; 13a Castle Street, Edinburgh 2; Brazennose Street, Manchester 2; 258 Broad Street, Birmingham 1; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol 1; 7-11 Linenhall Street, Belfast 1; or through any bookseller.

Malaysia

CUSTOMS DUTIES—PENANG: The Malaysian *Government Gazette* has published the Customs Duties (Penang) Order 1973, which compiles all the previous Penang orders and cancels the Customs Duties (Penang) Order 1970.

IMPORT CONTROL: The Malaysian *Government Gazette* has published the Customs (Prohibition of Imports) (Temporary Protective Measure) Order 1973, which cancels the Customs (Prohibition of Imports) (Temporary Protective Measure) Order 1969, and compiles all previous orders.

Note: The Third Schedule now refers to the State of Sabah.
The Fourth Schedule now refers to the State of Sarawak.
The Fifth Schedule now refers to the State of Penang.
The Sixth Schedule now refers to the State of Labuan.

These Schedules refer to goods prohibited from import without an import licence. No further information is available.
EDB ext. 468/469/401

Japan

IMPORTS OF NATURAL CHEESE: The Japanese Ministry of Agriculture and Forestry has instructed the Japanese Customs Bureau to apply the following definition to cheese imports in future: 'Natural cheese is the fresh or matured product obtained by draining after coagulation of milk, cream, skimmed or part skimmed milk, buttermilk or a combination of some or all of these products.'
EDB ext. 420/475

JANCO جانكو

TRADE . INDUSTRY . CONTRACTS تجاره . صناعه . مقاولات

HEAD OFFICE:
JEDDAH
P.O.B. 1831 JEDDAH, KINGDOM OF SAUDI ARABIA.
Tel. 6856, 2437, 5928. Telegrams: JANCOTIC JEDDAH

BRANCHES

RIYDAH—Kingdom of SAUDI ARABIA
P.O.B. 783 Riyadh
Tel. 62454
Telegrams: JANCOTIC RIYADH

MANNHEIM—W. GERMANY
MAIN—NECKAR—BAHN—STRASSE 6
68 Mannheim 71/Germany
Tel. (0621) 871394
Telegrams: JANCOTIC MANNHEIM

BEIRUT—LEBANON
Hashim Abdulrahman El Hashim Building
CORNISH EL MAZRAAH
Tel. 306501
Telegrams: JANCOTIC BEIRUT

MECCA—Kingdom of SAUDI ARABIA
JANCO KILO 151 MECCA
Tel. 20247

LONDON U.K.
27 Marylebone Road, NW1 5JS
Tel. 01-935 5801
Telegrams: JANCOTIC LONDON
Telex 23486 JANCOTIC LONDON

Enquiries for AMMAN—JORDAN to London office please.

JANCO OFFERS

Assistance in selling products in the Middle East.
Agency facilities.
Collaboration in obtaining and executing contracts.
Arranging visits for officials and representatives.

There are two sides to the Qantas goods story.

Qantas Cargo's new low rates to Australia compare favourably to charter rates. And that's only half the story.

But what a half!

Containerised or unitised cargo, 800 kilos and over, now goes for just £1·20 per kilo. Contact Qantas or your freight forwarder for full details.

Containerised cargo can be loaded and unloaded quicker, too – so you save time. And, there's no risk of damage or pilferage.

Never rate a cargo service on rates alone. In addition to new low rates, Qantas offer you daily direct flights to Australia, flying direct either to the major Sydney or Melbourne markets with no costly, delaying transhipments.

Qantas late afternoon take-offs are ideal for today's exporter.

Get in touch with us. Or your freight forwarder. And get a better run for your money.

The direct cargo service to Australia now at a new low rate.

QANTAS CARGO

The marketing edge.

For reservations, phone Qantas Jetlift 01-890 8822. Telex 934286

QANTAS WITH BOAC, SIA

Australia

TARIFF CHANGES — AGRICULTURAL TRACTORS, CHERRIES: Details are given below of changes made in the Australian customs tariff by customs tariff proposals nos. 8 and 9 (1973), which are consequent upon Tariff Board inquiries. The changes took effect on May 4, 1973:

No. 8 Agricultural tractors

No. 9 Cherries.

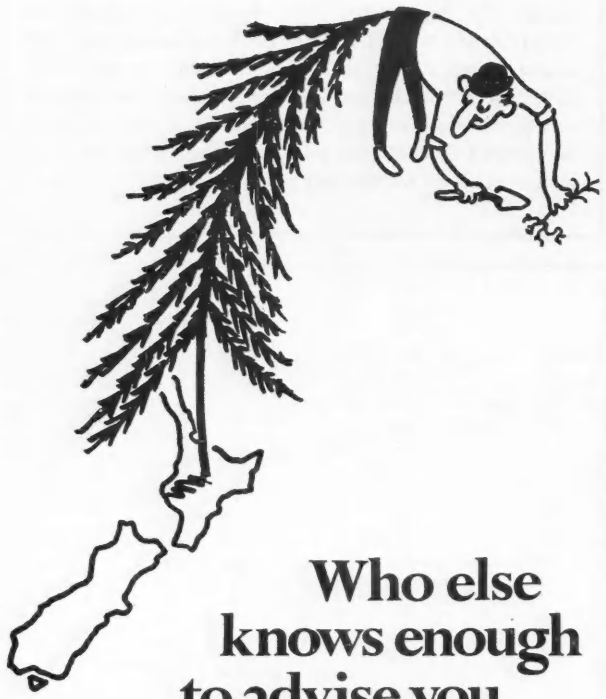
AMENDMENTS OF PART II OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-1972

Tariff item	Goods	Rates of duty: General	Rates of duty: Preferential
Omit paragraph 08.11.29, substitute the following paragraph:			
08.11.29	— — Other	To and including June 30, 1974—30% or, if lower, $0.13 per kg. From and including July 1, 1974 to and including June 30, 1975—20% or, if lower, $0.13 per kg. From and including July 1, 1975 to and including June 30, 1976—10% or, if lower, $0.13 per kg. From and including July 1, 1976—	Free
Omit sub-item 20.04.3, substitute the following sub-item:			
20.04.3	— Cherries	To and including June 30, 1974—65%. From and including July 1, 1974 to and including June 30, 1975—60%. From and including July 1, 1975 to and including June 30, 1976—55%. From and including July 1, 1976 to and including June 30, 1977—50%. From and including July 1, 1977—	40%
In note 7 to Chapter 84 omit '87.01.3 or 87.01.9', substitute 'sub-paragraph 87.01.411, 87.01.419, 87.01.491 or 87.01.499 or sub-item 87.01.9'			
In note 8 to Chapter 84 omit 'paragraphs 84.22.11, 84.22.19, 84.23.11 and 84.23.19', substitute 'sub-paragraphs 84.22.111, 84.22.112 and 84.22.119, paragraph 84.22.19, sub-paragraphs 84.23.111, 84.23.112 and 84.23.119 and paragraph 84.23.19'			
In sub-item 84.06.6 omit '87.01.2, 87.01.9', substitute 'or 87.01.2, sub-paragraph 87.01.411, 87.01.419 or 87.01.499 or sub-item 87.01.9'			
In sub-item 84.10.5 omit '87.01.2, 87.01.9', substitute 'or 87.01.2, sub-paragraph 87.01.411, 87.01.419 or 87.01.499 or sub-item 87.01.9'			
In paragraph 84.18.61 omit '87.01.2, 87.01.9', substitute 'or 87.01.2, sub-paragraph 87.01.411, 87.01.419 or 87.01.499 or sub-item 87.01.9'			

		Rates of duty: General	Rates of duty: Preferential
Omit paragraph 84.22.11, substitute the following paragraph:			
84.22.11	— — Types that, in the opinion of the Minister, are, or are derivatives of, agricultural tractors:		
84.22.111	— — — Of the track laying type	In respect of a component specified in note 8 to this Chapter—the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods—	7½% Free
84.22.112	— — — Goods, as prescribed by by-law, not being goods falling within sub-paragraph 84.22.111	In respect of a component specified in note 8 to this Chapter—the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods—	Free Free
84.22.119	— — — Other	In respect of a component specified in note 8 to this Chapter—the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods—	5% 5%
Omit paragraph 84.23.11, substitute the following paragraph:			
84.23.11	— — Types that, in the opinion of the Minister, are, or are derivatives of, agricultural tractors:		
84.23.111	— — — Of the track-laying type	In respect of a component specified in note 8 to this Chapter—the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods—	7½% Free
84.23.112	— — — Goods, as prescribed by by-law, not being goods falling within sub-paragraph 84.23.111	In respect of a component specified in note 8 to this Chapter—the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods—	Free Free
84.23.119	— — — Other	In respect of a component specified in note 8 to this Chapter—the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods—	5% 5%
In sub-item 84.63.1 omit '87.01.2, 87.01.9', substitute 'or 87.01.2, sub-paragraph 87.01.411, 87.01.419 or 87.01.499 or sub-item 87.01.9'			
In paragraph 85.09 91 omit '87.01.3 or 87.01.9', substitute 'sub-paragraph 87.01.411, 87.01.419, 87.01.491 or 87.01.499 or sub-item 87.01.9'			
In note 6 to Chapter 87 omit 'sub-items 87.01.2 and 87.01.9', substitute 'sub-item 87.01.2, sub-paragraphs 87.01.411, 87.01.419 and 87.01.499 and sub-item 87.01.9'			
In note 7 to Chapter 87 omit 'sub-item 87.01.3', substitute 'sub-paragraph 87.01.491			
Omit sub-items 87.01.2 to 87.01.4 (inclusive), substitute the following sub-items:			
87.01.2	— Tractors of the track-laying type	In respect of a component specified in note 6 to this Chapter—the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods—	7½% Free
87.01.3	— For use in the manufacture of, or for incorporation in, road rollers, not being goods falling within sub-paragraph 87.01.491		42½% 27½%
87.01.4	— Agricultural wheeled tractors not being goods falling within sub-item 87.01.3; other wheeled tractors not being goods falling within sub-item 87.01.3, being agricultural tractors or tractors that, in the opinion of the Minister, are derivatives of agricultural tractors:		
87.01.41	— — Having a power of, or exceeding 15 kilowatts at the power take-off:		
97.01.411	— — — As prescribed by by-law	In respect of a component specified in note 6 to this Chapter—the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods—	Free Free

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

(continued on next page)



Who else knows enough to advise you on one of the fastest-growing timber industries in the world?

The National Bank
OF NEW ZEALAND LIMITED

London address: 8 Moorgate, EC2R 6DB Telephone: 01-606 8311

For up-to-date and authoritative information on developments, markets and investment opportunities, send for our latest "Review of the Economic Situation in New Zealand" and our guide "Investing in New Zealand"

AUSTRALIA
continued

		Rates of duty	
		General	Preferential
87.01.419	— — — Other	In respect of a component specified in note 6 to this Chapter—the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods— 5%	5%
87.01.49	— — Other		
87.01.491	— — — Having a power not exceeding 7.46 kilowatts at the belt pulley	In respect of a component specified in note 7 to this Chapter—the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods— 30%	20%
87.01.499	— — — Other	In respect of a component specified in note 6 to this Chapter—the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods— 30%	30%

In sub-item 87.04.1 omit 'or 87.01.3', substitute, 'sub paragraph 87.01.411, 87.01.419, 87.01.491 or 87.01.499'.

In sub-item 87.06.1 omit 'sub-item 87.01.2.87.01.3 or 87.01.9', substitute 'sub-paragraph 87.01.411, 87.01.419, 87.01.491 or 87.01.499 or sub-item 87.01.9'.

In sub-item 87.06.2 omit 'sub-item 87.01.2, 87.01.3 or 87.01.9', substitute 'sub-paragraph 87.01.411, 87.01.419, 87.01.491 or 87.01.499 or sub-item 87.01.9'.

In sub-item 87.06.4 omit 'or 87.01.3', substitute ,'sub-paragraph 87.01.411, 87.01.419, 87.01.491 or 87.01.499.'

EDB ext. 401/468/469

Canada

TEMPORARY IMPORT OF ARTICLES FOR SPECIAL USE: The Canadian Department of National Revenue has issued revised regulations on the temporary importation of articles for special use (eg for lectures, display and demonstration, entertainment, competitions, etc.). The revised regulations contain more information and give details about the use of ATA carnets (a special Customs document designed to simplify Customs procedure). Copies are available (Memorandum D4-1 of May 4, 1973).
EDB ext. 455/456/457

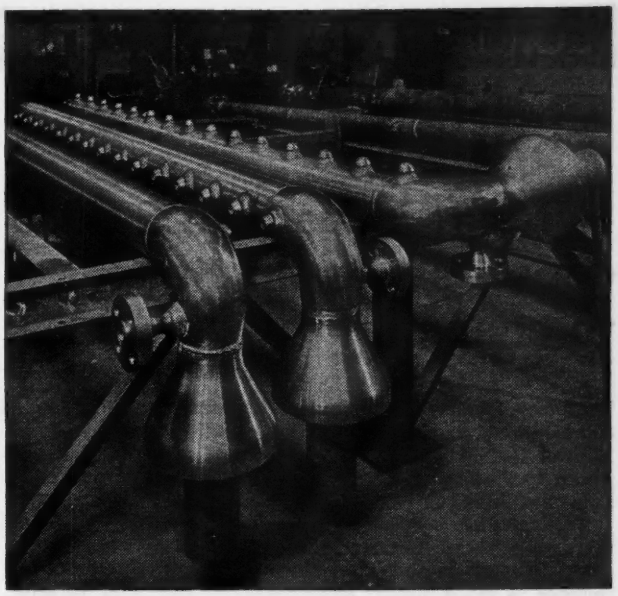
USE OF ANTIMICROBIALS IN ANIMAL FEEDS: The Canadian Department of Health and Welfare has issued Information Letter 387 setting out proposals to enable the Department to define more clearly the potential hazards associated with the use of sub-therapeutic levels of antimicrobial drugs in animal feeds. Copies are available. **EDB ext. 455/456/457**

United States

HAZARDOUS MATERIALS REGULATIONS: The *Board of Trade Journal* of August 5, 1970, gave notice of the United States Hazardous Materials Regulations Board's proposals to adopt the United Nations system for classifying and labelling hazardous materials. The Board has now published the new regulations in their final form, which incorporates the proposed rule-making with some amendments. The new regulations will come into force on January 1, 1975. **EDB ext. 455/456/459**

BICYCLE STANDARDS: Following investigations by the United States Food and Drug Administration and the National Safety Council it has been determined that safety requirements should be established for all bicycles intended for use by children under 16 years of age. The proposed standards have been published and are open to comment until July 9. (FR 10.5.73) **CRE ext. 2397**

Governor Jimmy Carter, of Georgia, United States (right), with Sir Geoffrey Howe, Minister for Trade and Consumer Affairs. The picture was taken at the Department of Trade and Industry last week during Governor Carter's visit to Britain as guest of the Government.



British-made Paramount tube assemblies and collecting headers destined for Argentina. The equipment is for a steam reforming furnace at the hydrogen plant at Lujan de Cuyo, where there is a petro-chemical complex. The £8,000 order was won by APV-Paramount Ltd. of Crawley and Billingham.

Argentina

PROHIBITION EXTENDED FOR CERTAIN IMPORTS: Argentine Decree 3042 extends the temporary suspension of certain imports, ordered in Decree 7250/72, for a further period of 180 days from April 23, 1973. A list of the goods affected is available from Overseas Tariffs and Regulations Section, Export Data Branch.

EDB ext. 474/476/7312

Guatemala

SANTO TOMAS DE CASTELLA FREE ZONE: By decree 22-73 on March 21, published on April 24 and effective from April 25, 1973, the Guatemalan Congress has authorised the creation of a Trade and Industry Free Zone at the Port of Santo Tomas de Castella on the Atlantic coast. Detailed regulations are yet to be issued. British exporters may obtain a summary of the main provisions of the decree from OTAR Section, Export Data Branch.

EDB ext. 474/476/7312

Bermuda

NEW TARIFF SCHEDULE: Bermuda has adopted a one line tariff rate (effective from April 1, 1973), thereby abolishing the preferential Commonwealth tariff rate. The 10 per cent import surcharge has also been removed. A copy of the new schedule is now held for reference by the Overseas Tariffs and Regulations Section, Export Data Branch, DTI, Export House.

EDB ext. 455/456/457

Jamaica

IMPORT LICENSING—PAINT FILLERS, WALL PLAQUES: The Jamaican authorities announced in Notices 2848 and 2850 of April 19 and 26, 1973, respectively that import licences are now required for the following items:

Body fillers and thinners for paints

Wall plaques and figurines. **EDB ext. 7312/474/476**

CONSUMPTION DUTY CHANGES—BEER, CIGARETTES: By Consumption Duty Order of April 18, 1973, the Jamaican Government has changed Consumption Duty on:

Item	Rate of duty
Cigarettes (excluding those which the Collector General is satisfied would not fetch more than $16.475 (duty inclusive) per 1,000 cigarettes in the open market in Jamaica if sold to a local distributor)	per 100 cigarettes 86.5 cents
Beer made from malt (including ale, stout and porter) of a strength not exceeding 20% proof spirit	per gallon 26¼ cents

RETAIL SALES TAX: By Act 13 of April 18, 1973, the Jamaican Government initiated a Retail Sales Tax on:

Items	Rate of duty
Air conditioning units Stoves (including ranges, cookers, grates and hot plates) Electrical or gas, of a fair value exceeding $100 Television sets Stereograms Radiograms Refrigerators (electrical)	10%
Motor vehicles	25%

EDB ext. 7312/474/476

Investment in developing countries

PUBLICATION by the Government in April 1971 of the White Paper, *British Private Investment in Developing Countries* (Command 4656, HMSO 8p) marked a new policy of collaboration between the Government and the private sector designed to stimulate new British private investment in less developed countries, using certain Government support facilities.

Royal Assent has now been received to the necessary enactments, and the Foreign and Commonwealth Office now have available free booklets defining aims, eligibility and how to apply for:

Pre-investment studies support
Joint ventures support
Infrastructure support

Firms may obtain these booklets from:

Private Investment and Consultancies Department
Foreign and Commonwealth Office
Overseas Development Administration
Eland House
Stag Place
London SW1E 5DH

It would assist if applicant firms give outline details of developing countries and projects in which they are interested. Such information will be treated in confidence.

'Aircraft industry in Europe depends on commitment to change'

—Mr. Michael Heseltine

THE future of the aircraft industry in Europe depends upon a political and industrial commitment to change and rationalisation, said Mr. Michael Heseltine, Minister for Aerospace and Shipping, in a speech to the *Financial Times* Conference on Aerospace held in London on May 16.

'Without such a commitment we will get nowhere,' he said. 'With it, we will be able to surmount the difficulties and make progress.'

Mr. Heseltine began by asking two questions ' "Do we wish to continue as major aircraft manufacturers?" and "Can we leave things as they are?" To which the answers are a very firm "Yes" and an equally firm "No". On the first question I believe that very few people would accept that Europe should opt out of the big league altogether on the grounds that the resources required are too great and the risks too large. To take that line would effectively mean Europe turning aside from the mainstream of technological advance, leaving to others the provision of an adequate defence capability, and running the risk—if we remain in the field of production as subcontractors—of being entirely in the hands of the main manufacturers.

'On the second question I am convinced that we have to change the existing structure of the industry. Since the war, and in the last few years at an increasing pace, the United Kingdom industry and its counterparts in the rest of Europe have made magnificent progress in technological achievement. Where we have been less successful, I believe, in this sector as in some others, is in making progress in the management field by producing company structures suited to current needs.

'As I have said several times before on various occasions we have to go from co-operation in joint projects to a truly integrated European industry. I believe that the truth of this is widely recognised. I only hope that we shall see some definite progress being made in this field soon for it seems to me that we may well be at a turning point. The next year is likely to see decisions of great importance about the structure of our national industries and about the major new projects in which the European firms participate. Unfortunately we are not in a position to take these decisions on the basis of an already integrated European industry. What we can, and must, do is to take decisions which immediately give strength to the national components of which the European industry is now made up and which also clear the way for progress towards a strong and well organised European industry. To get these decisions right we need to ask and answer several precise questions about the long-term shape of the European industry and about how we should move towards it. I shall try today to pose what seems to me to be the main questions and pursue discussion about them. I shall not try to lay down answers for they can only be arrived at after considerable thought within the industry, within airlines and within governments.

Very small number of firms

'But first let me clear up a possible misunderstanding. Let me clarify what I mean when I speak of integration. I mean the replacement of the dozen or so main aircraft firms in the European Community by a very small number of firms—perhaps only one—in each of the main sectors. I do not exclude the possibility of one firm having airframe, guided weapon and helicopter interests. I do believe that aeroengines should be organised in separate companies from airframes.

'So to my first main question—what will the European aircraft industry look like in the 1980s if integration as I define it is successfully achieved? Basically this is for the industrialists to answer, but the Government is so much involved as both customer and supporter that I believe they will let me give a view.

'The main issues arise on the organisation of the aircraft sector. Here we must start from an assessment of the market and project opportunities likely to be open to the European industry. It is generally agreed that air travel will continue to increase. The mean growth rate from now until 1985 is likely to be some 8 per cent per year. This will lead to a corresponding, though not proportional, increase in demand for civil aircraft so that Western world demand for civil aircraft could be £4,300 million per year. Demand in the military field will also remain at a high level. And if reasonable assumptions are made about the ability of the European industry to penetrate world markets we arrive at total sales during 1980-85 of some £1,600 million to £1,700 million at today's prices and compared with a current annual turnover of about £1,000 million.

'But much of our turnover will come from aircraft already in service or being developed. In the next few years there are literally only two or three major project opportunities—replacements for the Boeing 727 and the Douglas DC9 and a feeder liner. Looking further into the future there will be other projects but even on quite optimistic assumptions the harsh truth is that if there is to be any prospect of economic success our industry will have to be very sharply rationalised. In the long term I can see no other way of coming to terms with economic realities than by reorganisation on a European scale.

'There is wide agreement that in the long term there should be no more than two main airframe groupings in Europe. There is also wide agreement that competing design and marketing research teams must be kept in being. The questions are whether to have two companies or competing teams within a single company and whether the same company or companies should be responsible not only for airframes, but also for helicopters and guided weapons.

'The arguments for retaining competing companies are indeed powerful. It is feared that a single main European airframe company would become ossified, insensitive to the needs of customers whether Governments or airlines, and looking for success through pressure on Governments to give it a protected market rather than through a taut and competitive commercial outlook. On the other hand there is a need to put all the main European airfame companies together to reach the size of the big United States companies with which Europe will be competing—or perhaps co-operating. A single group would have the financial and managerial resources to deal with the United States companies on more equal terms and to meet from its own resources a substantial part of the cost of major new civil developments—a point of particular interest to some of my colleagues! And if there were two or more companies, there would I fear be a tendency for Government support for civil projects and new military contracts to be given on the principle of "Buggins turn" rather than on the technical and economic merits of the projects. There are powerful arguments which perhaps merit more attention than they have received in the past.

'As for the area to be covered by an airframe company, the inclusion of helicopters and guided weapons would provide scope for sharing overheads and expertise and could help the cross-fertilisation of ideas. But the technologies involved are somewhat different and the specialist sectors involved might do better if they are not in a company whose main concern is inevitably with airframes. Here too, the issues are difficult to balance and the answer will depend mainly on what those responsible for the management of the industry think is the best solution.

Strong national industries

'However these questions are answered, the European industry can only be re-structured on the basis of strong national industries. You will not create strong European companies by bringing a lot of weak national companies together. So a necessary step towards the goal of an integrated and successful European aircraft industry is

the strengthening and reorganisation of our national industries. The future programme of work is the key to the health of the industry. It is unfortunately the case that the United Kingdom industry, one of the two major industries of Europe, is in the unenviable position of having no significant subsonic project. This is obviously bad for the United Kingdom but it is equally disturbing from the European point of view. It is not a situation which we can continue to accept.

'Now, a second basic question—What should be the relationship between the European and the United States industries? We cannot accept the role of sub-contractors—this would be inconsistent with our basic decision to remain major aircraft manufacturers. But the relationship cannot be one of out and out competition in every field. This is because of the dominance of the North American market for certain categories of civil aircraft and the extent to which success depends on penetration of that market. In long range aircraft the North American market is 61 per cent of the total for the western world and United States manufacturers satisfied all of this. In the short/medium haul sector the North American market accounts for 57 per cent of the total (and United States manufacturers satisfied 95 per cent of this). In the feeder liner sector on the other hand, the North American market amounts for only about a quarter of the total. Where—as in this feedliner area—the North American market though large is not dominant, we can reasonably expect to see successful projects undertaken by the European firms operating on their own.

'The answer must be in some cases co-operation with the United States industry. The questions we then have to decide are—When do we co-operate and when do we compete? How do we ensure that co-operation is on an equal basis and does not lead to dominance by the United States companies? Do we do best to co-operate on individual projects or to leave some projects to the Americans in return for their leaving some to Europe or even in some cases to seek a wider basis of collaboration? These questions can only be answered in relation to specific programmes and specific projects on the basis of propositions coming up from industry—not imposed by Government.

'Finally, I pose the question—How will we be able to create an integrated industry at the same time as recognising legitimate national interests? Here, too, the answer must come primarily from industry but Government can also help. They can, for example, build a suitable "framework" for a European industry. The United Kingdom's entry into the EEC has solved a number of problems and opened the way to progress in solving others. We have yet to remove all the legal and fiscal barriers to trans-national mergers. More specific to the aircraft industry are questions of government support and assistance—both methods and levels. In this field I hope we will be able to continue to exchange information and eventually harmonise arrangements within Europe so that the present disparities, which raise problems already for collaborative projects, disappear. Associated with this work is the harmonisation of methods of assessment of projects.

'Another line of approach which I know many of you rightly think is of crucial importance is the co-ordination of European procurement. Military procurement is under the direct control of Governments; much progress has already been made although inevitably—and I am sure my defence colleagues would agree with this—much remains to be done. Civil procurement is more difficult because the first job of the airlines is to run efficient and profitable commercial air services, not to look after the interests of the aircraft industry. Progress here depends on persuading the airlines that a common procurement policy is in their own interests.

'I have tried today to pose some of the questions I think we need to answer. Let me end not with a question but a statement. What the future of the aircraft industry in Europe depends upon is a political and industrial commitment to change and rationalisation. Without such a commitment we will get nowhere. With it, we will be able to surmount the difficulties and make progress. The Summit communique indicated where the future lies: we have to create a European industrial base. The Heads of Government made a general commitment. Now we—and by that I mean all of us—have to turn to specific industries and make specific commitments about them.'

Tariff quotas for goods from certain Mediterranean countries

IN accordance with agreements concluded between the European Economic Community and Cyprus, Egypt and the Lebanon Community tariff quotas are to be opened in 1973 for certain textile products and in the case of Egypt for certain petroleum products. General information about tariff quotas is to be found in Customs Notice 771 of March 1973 and an article in *Trade and Industry* of February 15 on 'Tariff Quotas after Accession to the European Communities' gives a general background.

General rules for the administration of Community tariff quotas including their division among Member States will be provided by Community Regulations. In the case of the new Member States the rates of duty to be charged within the tariff quotas are not set out in the Regulations and it is intended to specify these and other administrative provisions for the UK share of the quotas by Statutory Instrument. The quotas for Cyprus are to be opened on June 1 but the opening date for the other tariff quotas is not yet certain. There is also some doubt about the exact size of the quotas where the annual amounts depend upon the date on which the quotas are opened, ie other woven fabrics of cotton 55.09 from Egypt and the Lebanon. Despite these doubts it may be helpful for importers to have some indication of how the quotas may be administered in the event. Below is a schedule setting out the countries concerned, the tariff headings and description of the goods, the reduced rate of duty under the tariff quotas, and the likely amounts of the United Kingdom's shares of the Community quotas.

Importers may also like to know that in all cases goods will be admitted to the benefit of the quota in the order that they are

(*continued on next page*)

British Labour Statistics: Historical Abstracts 1886–1968

This unique standard work of reference brings together all the main series of official statistics compiled by the Department of Employment and its predecessors since 1886, plus some for even earlier years. It contains 389 pages of tables and 50 pages of text and the subjects covered are wage rates, earnings, hours of work, retail prices, employment, unemployment, vacancies, family expenditure, industrial accidents, and disputes, membership of trade unions, labour costs and output per head. This will be a most valuable source-book for everyone concerned with the study and formulation of economic policies. **£7** (by post £7.25)

Also available:

British Labour Statistics: Year book 1970 **£7.20** (by post £7.45)

Government publications can be bought from the Government Bookshops in London post orders to PO Box 569, SE1 9NH), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers

HMSO BOOKS

'Britain and the EEC' and 'Preparing for Europe'

Two series of articles of importance to all business reprinted from 'Trade and Industry'

'Britain and the EEC', revised in September 1972, includes an explanation of the transitional arrangements for industrial tariffs, a summary of DTI sources of assistance in developing exports to the enlarged Community and an important article about the secondary legislation of the EEC. An article summarising the provisions of the free trade agreements signed between the EEC and certain EFTA countries has also been included.

'Britain and the EEC' is a continuing series and a number of articles have appeared since the publication of the booklet. These are:

Company law provisions of the European Communities Act.
Europe for small firms: The first impact.
Anti-dumping and the EEC.
Fair competition in the EEC: notification of restrictive agreements.

The articles in 'Preparing for Europe' show how British firms in a cross-section of industries are gearing themselves for the enlarged European Community. These firms which are situated all over Britain have work forces ranging from 70 to 9,500 employees and their products include ribbons, sherry, electronic components and roadsweepers. Some have anticipated entry for several years and are now consolidating their position. Others are turning their attention to Community markets for the first time, or are preparing a big push to gain a firmer foothold.

The principal benefits each firm most looks forward to also differ. Some look to the opening up of new markets with the removal of prohibitive tariffs. Others to opportunities for volume production for a mass market or to opportunities for expansion and specialisation. Some anticipate psychological benefits which would make their products more acceptable and less 'foreign'.

But all the firms have one thing in common—the conviction that the enlarged Community holds new and exciting opportunities for them and that success will not come to him who waits but to him who makes careful preparation.

Copies of 'Britain and the EEC', 'Preparing for Europe' and individual articles can be obtained free of charge from: EEC Information Unit, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 7877, ext. 3591 for publications; extensions 2377, 3579, 2479 or 2480 for questions on EEC matters.

GOODS FROM MEDITERRANEAN COUNTRIES
continued

entered with Customs for home use until the limit of the United Kingdom's share is reached (see paragraph 4 of Customs Notice 771). The rules of origin that will apply for the textile quotas are set out in Customs Notices 819 (Cyprus) and 818 (Egypt) and will be published in due course in a similar Customs Notice for the Lebanon. To qualify for the preference petroleum products have to be refined in Egypt.

For goods imported from Cyprus importers may be able to claim Commonwealth Preference. In such an event the tariff quotas will not be debited. It will, however, be for importers to decide which preference they should claim. The same will be true for petroleum products from Egypt for which it may be possible to claim duty free importation under the UK's Generalised System of Preferences.

Further announcements will be made when additional information (see second paragraph above) is available. In the meantime any inquiries on the Customs Notices should be made to Customs, either to the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London EC3 7HE or to any Customs Office. Inquiries about the details in the attached schedule or the dates on which the quotas are to be opened should be addressed to Branch 1 Tariff Division, DTI, Kingsgate House, Victoria Street, London SW1.

NOTICE TO IMPORTERS ON TARIFF QUOTAS—SCHEDULE

Country	Tariff heading	Description of goods	Rates of duty	Size of UK share of tariff quota by weight
The Lebanon	55.09	Other woven fabrics of cotton	14%	7.5 metric tons
Egypt	55.09	Other woven fabrics of cotton	14%	488 metric tons
Egypt	27.10 (B)(III)(b)(2)(bb) (C)(I)(c)(2) (C)(II)(c)(2) (C)(III)(c)(2)(bb) (C)(III)(d)(2)(bb)	Certain petroleum products	4%	150,000 metric tons
	27.11 (B)(I)(c)(1)		6.4%	
	27.11 (B)(I)(c)(2)		4%	
	27.12 (A)(III)(b)		4%	
	27.12 (B)(II)		4%	
	27.13 (B)(I)(c)(2)		8%	
	27.13 (B)(II)(b)		8%	
	27.13 (B)(I)(c)(3)		4%	
	27.13 (B)(II)(c)		4%	
	27.14 (C)(I)(b)		4%	
	27.14 (C)(II)(b)		4%	
Cyprus	56.04	Man-made fibres (discontinous or waste) carded, combed or otherwise prepared for spinning	8%	10 metric tons
Cyprus	61.01(A)	Men's and boys' outer garment: containing more than 20% by weight of silk, of man-made fibres, or of both together	£0.2000 per lb. or 16% wig	280 metric tons
	(B) and (C)	Other	16%	

Community Transit: Anglo-Irish trade

Documentation of AIFTA goods and goods of Commonwealth or Irish origin eligible for admission under Commonwealth Preference.

ON January 11, 1973, *Trade and Industry* announced the intention of the United Kingdom to enter into a bilateral agreement with the Republic of Ireland under Article 6 of Regulation (EEC) 542/69 under which valid AIFTA certificates or origin may be accepted as the equivalent of Community transit movement certificates (T3L or T3 (Article 41)) for consignments of goods which qualify for importation under AIFTA arrangements.

This agreement, which has now been finalised by an Exchange of Letters between the Heads of the respective Customs Administrations, gives formal effect to the arrangements operative since January 1, 1973. The text of the Agreement is reproduced below. Consignments moving under Commonwealth preference certificates or origin are not covered by the Agreement. The effect of Community rules is that, during 1973, consignments eligible for admission under Commonwealth preference are not required to be accompanied by any Community transit document. Further information about the documentation of these consignments will be issued in due course. The text of the Agreement is as follows:

'1. Within the framework of the provisions of Article 6 of Council Regulation No. 542/69, I have the honour to propose to you an

agreement permitting our two Administrations to accept valid AIFTA certificates or origin, under the conditions specified below, as the equivalent of Community Transit Movement Certificates (T3L or T3 (Article 41)) for consignments of gods which qualify for importation under current or future AIFTA arrangements. It is also proposed that any waiver of the production of evidence or origin and any provisions for the production of simplified evidence or origin for certain low value goods included in the AIFTA agreement shall also apply under this agreement subject to the conditions and limitations laid down in the AIFTA agreement.

2. This agreement is subject to the following conditions:

(a) that I shall apply only to goods traded directly between the two States;

(b) that, on importation, the goods have T3 status; in the case of consignments which do not have T3 status on, the certificates of origin shall be prominently marked 'T1';

(c) that it shall not waive the need for compliance with any other Community measures to which the goods are liable, for example, those relating to control of end use or payment of compensatory amounts or levies.

3. This agreement does not apply to consignments accompanied by Commonwealth preference certificates of origin. During 1973, the effect of Community rules is that consignments eligible for admission under Commonwealth preference are not required to be accompanied by any Community transit document.

4. This Agreement shall apply to the Channel Islands and the Isle of Man as it applies to the United Kingdom.'

New EC legislation

The legislation listed below has now been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies may be obtained from HMSO. Information about the items listed, in so far as exports are concerned, is available from Department of Trade and Industry, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities.*

General. Regulation (EEC) No. 1225/73 amending Regulation (EEC) No. 974/71 on the application in Italy of a system of compensatory amounts in the agricultural sector (*Official Journal* No. L125, May 11, 1973)

Fruit and vegetables. Regulation (EEC) No. 1108/73 abolishing the countervailing charge on cucumbers imported from Romania. (*Official Journal* No. L112, April 28, 1973)

Regulation (EEC) No. 1203/73 fixing the conversion factors to be applied to the buying-in prices for fruit and vegetables. (*Official Journal* No. L123, May 10, 1973)

Milk and milk products. Decision No. 73/97/EEC amending Decision No. 72/465/EEC authorising Belgium, Luxembourg and the Netherlands to sell butter at reduced prices in the form of concentrated butter. (*Official Journal* No. L120, May 7, 1973)

Regulation (EEC) No. 1191/73 laying down general rules for the granting of a consumer subsidy for butter. (*Official Journal* No. L122, May 9, 1973)

Live plants and products of the flower growing industry. Regulation (EEC) No. 1115/73 fixing minimum prices for exports to third countries of certain flowering corms, bulbs and tubers for the 1973/74 marketing year. (*Official Journal* No. L120, May 7, 1973)

Regulation (EEC) No. 1116/73 fixing the minimum prices for exports to third countries of corms, bulbs and tubers of begonias, dahlias, gladioli and sinningias. (*Official Journal* No. L120, May 7, 1973)

Cattle, beef and veal. Regulation (EEC) No. 1220/73 extending again the period of validity of the provisions of Regulation (EEC) No. 2816/72 regarding the amount of security to be given upon importation of young bovine animals and calves for fattening. (*Official Journal* No. L125, May 11, 1973)

Animal Feedstuffs. Council Directive No. 73/103/EEC of April 28, 1973 amending the Directive No. 70/524/EEC of November 23, 1970, concerning additives in feedstuffs. (*Official Journal* No. L124, May 10, 1973)

IMPORTS FROM NON-MEMBER COUNTRIES: The *Official Journal of the European Communities* No. L121, May 8, 1973, contains the text of Regulation (EEC) No. 1060/73 subjecting to authorisation the importation into Italy of tape recorders from third countries and establishing Community surveillance over those imports.

The *Official Journal* No. L120, May 7, 1973, contains the text of Decision 73/98/EEC increasing imports into the Community of cotton textiles forming the subject of an agreement concluded between the Community and Taiwan. **Further information** about Decision 73/98/EEC may be obtained from Department of Trade and Industry, Chemicals and Textiles Division, Millbank Tower, London SW1P 4QU **(tel 01-884 4422 ext. 715/731).**

CUSTOMS REGULATIONS: *The Official Journal of the European Communities*, No. L120, May 7, 1973, contains the text of Directive No. 73/95/EEC applying Articles 13 and 14 of Directive No. 69/73/EEC on the harmonisation of provisions laid down by law, regulation or administrative action in respect of inward processing. **Further information:** HM Customs and Excise, General Inquiry Office, Kings Beam House, Mark Lane, London EC3R 7HE **(tel. 01-626 1515).**

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at April 1, 1972, but any later changes known to have come into operation are shown.

£2.40 (*by post* £2.51).

Government publications can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers

HMSO BOOKS

Offshore Supplies Office will aid companies with North Sea oil tendering problems

'It is the case in many instances that a company tendering for the first time for a North Sea oil contract, is slow in its response to a specification with which it is not entirely familiar and makes less than a satisfactory tender because of this unfamiliarity: particularly by comparison with a traditional supplier knowing all the ropes. It is our responsibility to ensure, in this situation, that the company concerned is given a sufficient opportunity to redress the balance of advantage,' said Mr. Peter Gibson, Director of the Offshore Supplies Office at the Birmingham Chamber of Commerce, and Industry Seminar on May 14.

But, Mr. Gibson added: 'It is the responsibility of our office to ensure that these companies are given a sufficient opportunity to redress the balance.

'In summary a major market in offshore oil exploration and development is opening up world-wide. We want to be sure that we have a major piece of the action using our own back garden in which to develop the necessary capability.

'At this point in my talk a pause for breath would allow me to overhear mutterings from the audience saying "He is either foolhardy or an idiot. Doesn't he know that the Americans have got this business all sewn up." Certainly it is true that with the benefit of the Gulf Coast Oilfields Houston and the surrounding area to serve a world-wide market. Anybody who has attended the Offshore Technology Conference at Houston will be only too aware of the strength and versatility of that competition,' he said.

'However, we do have some natural advantages. Firstly, the discoveries off the UK shores are of our oil on our own doorstep. Secondly we are a lower cost centre of engineering and fabrication. Thirdly, offshore engineering in the North Sea demands considerable extrapolation from existing technology. It should not be assumed that the development of the UK offshore fields is just the mixture as before, since the environment in all respects is much more severe and this creates new technological requirements which can only be met by some very fundamental engineering innovation. This gives us the opportunity to match our innovative and engineering capability, which I believe to be as good as anything in the world, against existing experience plus extrapolation.

'However these advantages are clearly not sufficient in themselves to ensure that UK industry establishes itself in this market. Hence my presence and the existence of the Offshore Supplies Office. You will be aware of the IMEG Report which was published earlier this year and of its principal recommendation to establish a Petroleum Supply Industries Board. In fact Government, rightly so in my opinion, decided that the function that this Board would have to discharge would best be served if it was in fact an integral part of Government within the Department of Trade and Industry. Hence the Offshore Supplies Office.'

Mr. Gibson added 'It is a well known industrial fact of life that buyers turn to their existing suppliers unless they are dissatisfied with a particular supplier's performance or their attention is caught by efforts to sell a superior product. The oil companies are no different in this respect and they are well known for their demanding standard of delivery performance and service. The United States offshore oil supply industry has had some thirty odd years to accustom itself to these standards, in the exploration and production side of the business, which this country has not had the opportunity to do. It is therefore necessary to ensure that new, that is UK suppliers, are given a full and fair opportunity to compete for business and the monitoring of the oil company returns is the principal means used to achieve this.

'You are probably about to ask yourselves of me what means we have of ensuring the oil companies response to this scrutiny of their purchasing activities. In the last three licensing rounds Ministers have stated in words which have not materially differed from one round to the next that one criterion by which the licensees would be selected would be the contribution made by the oil company concerned to the UK economy. We do not expect, and we are not experiencing many problems in this activity, and indeed, most of the oil companies we are talking to show a concern to ensure full opportunities for UK competition.

'Finally, those who approach the business of securing work in this market with the determination we had to use in the 1940's are likely to succeed. However, those who regard this market as they might do any other and work at the pace to which they may be accustomed in less demanding markets, are sure to fail.'

Mr. Christopher Chataway, Minister for Industrial Development (left), with Mr. Vincent Gregory, president of Rohm and Haas Company, Philadelphia, after the Minister officially opened last week the £22 million acrylate and methacrylate monomer plant of the company's UK subsidiary at Seal Sands, Teeside. It is the largest plant of its kind in Europe, employing 300 people, and plans are in hand for rapid expansion.

New North Sea oil forecasts

In a Report* to Parliament published on May 14, Mr. Tom Boardman, Minister for Industry, says that in 1980 production of oil from the North Sea should fall in the range 70-100 million tons.

'We can be reasonably confident that production in that year from the five fields already established as commercial will be between 40-50 million tons.

'If things go well, production could exceed 100 million tons; any figure much above this would however involve a rate of future discoveries which, while possible, cannot be counted on.'

* The Report, published by HMSO at 20p, is entitled 'Production and Reserves of Oil and Gas on the United Kingdom Continental Shelf'.

Booz-Allen report on shipbuilding in the UK

COMMENTING on the publication on May 15 of the report on shipbuilding in the United Kingdom* by Booz-Allen and Hamilton Ltd., management consultants, Mr. Christopher Chataway, Minister for Industrial Development, said: 'This report has highlighted a number of difficult and important problems which the Government and everyone concerned with shipbuilding must consider in the next few weeks. Clearly the industry has an unhappy record and there have been failings on the part of management and labour.

'There are, however, some hopeful signs—some companies are successful and prosperous; improvements are gradually being made in labour practices, some new managerial talent has come into the industry, and there has been a remarkable upsurge in orders in the last few months.

'But there are no grounds for complacency. The consultants' report shows that British shipbuilding has not generally been competitive or profitable and that it is likely to be exposed to increasingly fierce competition on the world market if as the consultants forecast capacity continues to grow much more rapidly than demand.

'A number of questions must be considered, relating to size, employment, financing, productivity and modernisation of the industry. The consultants have suggested answers themselves to some of these questions.

Government view

'I must emphasise that at the present time the Government neither accepts nor rejects the consultants suggested answers, nor does the Government accept or reject the hypothetical situations described in the final section of the report. Other people will have different views on many of these points and I am inviting all interested parties to let the Government know their view on all these issues and their implications as quickly as possible.

'When the Government has received these and considered them fully together with the consultants report, we shall decide upon our policy. The industry is, of course, already receiving substantial assistance from public funds, and any further assistance would have to be considered in relation to the resources available for support to industry as a whole under the Industry Act and to the employment prospects in the regions which have improved over the last years.'

* *British Shipbuilding 1972*. A report to the Department of Trade and Industry by Booz-Allen and Hamilton International BV. HMSO, price £3.60.

Lord Drumalbyn, Minister without Portfolio (left), at the new plant of Merlin Gerin (UK) Ltd., at Telford new town. The company is the recently formed UK subsidiary of Merlin Gerin, of Grenoble, the giant French group manufacturing electrical distribution equipment. With the Minister are M. Georges Billat (right), chairman of Merlin Gerin (UK), and the British managing director, Mr. Jack Jamieson.

Applications for investment grant

THE Department of Trade and Industry has accepted since April 1, 1973 applications for investment grant in respect of capital expenditure incurred in the period October 1 to December 31, 1972. Such applications have been payable from April 1, 1973.

The Department now announces that applications in respect of the following quarter January 1 to March 31, 1973 will be accepted from July 1, 1973 and that payment on such applications, after approval will begin from that date.

Investment grant is payable on expenditure incurred after October 26, 1970 only where it arises under a contract entered into by that date. Applications should be made to the Department on the appropriate form, accompanied by form IG/32 (or form IG/33 for ships) and relevant evidence of contract.

The Department reminds applicants that, by virtue of the Investment Grants Termination (No. 2) Order 1972 and of the Direction made under it on April 2, 1973 no investment grant will be made in respect of expenditure incurred in the period October 27, 1970 to March 31, 1971 unless application on the appropriate form and accompanied by any relevant documents including a report by an independent accountant is made to the Department of Trade and Industry before July 1, 1973. Applicants should ensure that they have duly completed the appropriate form and forwarded it to the reporting accountant in sufficient time to enable him to examine and report on it and for the documents to be received by one of the Grants Offices not later than June 30, 1973. Applications relating to expenditure incurred in the period April 1, 1971 to March 31, 1972 must likewise be made before October 1, 1973.

By virtue of the Investment Grants Termination (No. 3) Order 1973 and the Direction made under it on April 2, 1973 applications relating to expenditure incurred during the following periods should be made by the dates specified:

Expenditure incurred	Date before which application must be made
April 1, 1972-June 30, 1972	January 1, 1974
July 1, 1972-September 30, 1972	April 1, 1974
October 1, 1972- December 31, 1972	July 1, 1974
January 1, 1973-March 31, 1973	October 1, 1974

Firms contemplating applying for investment grant towards expenditure incurred on the production of **prototypes** must also comply with all these requirements.

The new **regional development grants** will not be paid on expenditure towards which an investment grant has been made. However, application for a regional development grant may be made towards capital expenditure on new machinery or plant in development areas defrayed after March 21, 1972 on which application for investment grant is not being made, even though the expenditure relates to an asset towards some expenditure on which an investment grant has been made, provided the asset was not delivered or completed before March 22, 1972.

Guidance on the preparation of forms may be obtained from the appropriate Office. The addresses of the Offices are: Department of Trade and Industry Regional Development Grants Office,

Queensway House, West Precinct, Town Centre, Billingham, Teesside TS23 2NF. Tel. (0642) 553671, Telex 58608.

24/26 Newport Road, Cardiff CF2 1SY. Tel. (0222) 42611, Telex 49538.

St. Peter's House, Stanley Precinct, Bootle, Lancs. L20 3LZ. Tel. 051-922 4030, Telex 627162.

Magnet House, Waterloo Street, Glasgow G2 7BT. Tel. 041-221 9833, Telex 77611.

and

Department of Trade and Industry, Investment Grants Office, Colman House, Victoria Avenue, Southend-on-Sea SS2 6DU. Tel. (0702) 41341 and 41362, Telex 99288.

PRICES

Vital information for anyone who runs a business.

If you run a business you may have to supply certain information to the Price Commission.

This independent body was set up by the Government under the Counter-Inflation Act 1973*.

It has the responsibility of controlling and monitoring the prices of many goods and services.

The action you are required to take is defined in Orders now published under the Act.

These are listed below. The following summarises their main provisions. Action varies according to the Category to which your business belongs. Please follow the check list.

	Category I businesses.	Category II businesses.	Category III businesses.
SECTOR			VALUE OF DOMESTIC SALES
Manufacturing, mining, public utilities, transport, postal services & tele-communications.	over £50 million	£5-50 million	£1-5 million
Wholesalers, retailers, and other distributive trades.		over £10 million	£250,000-£10 million
Services	over £20 million	£5-20 million	£250,000-£5 million
Construction		over £10 million	£1-10 million
Professional services	national scale of rates	over £500,000	£100,000-£500,000
There are special provisions for banks and finance houses: see articles 3, 5, and 6 of SI 778 for details.			

Category I businesses must:

1. Pre-notify the Price Commission for approval to raise prices of products.

2. Establish net profit margin reference levels, together with the manner in which they are calculated, and send these together with domestic sales figures to the Price Commission by *31 May*.

3. Submit periodic returns of sales, profit margins, prices and charges.

Category II businesses must:

1. Establish net profit margin reference levels, together with the manner in which they are calculated. (Distributors must also establish gross percentage margins.) This information should be sent to the Price Commission with the first periodic returns.

2. Send domestic sales figures and information as to the termination date of the first return to the Price Commission by *31 May*.

3. Submit periodic reports of sales, profit margins, prices, charges, and any variations in prices or charges.

Category III businesses must:

1. Keep records of amount of sales and net profit margin reference levels as from 29 April last. (Distributors must also record gross percentage margins.)

2. Keep records of any increases in prices or charges.

Categories I and II only: The first return must be made for the period starting no later than 29 April and ending no later than 30 June. This return must cover at least 4 weeks (but no more than 3 months), and can include information relating to a period before 29 April if that is more convenient.
First returns will have to be submitted to the Price Commission no later than 11 August.
The information required from these two Categories, and any enquiries should be addressed to:
Price Commission Information Centre, Cleland House, Page Street, London SW1P 4LW. Tel: 01-828 7070.

All businesses other than Category I: Businesses considering price increases on the grounds of reconstruction, a change in the character of the business, or the need to invest, should seek the approval of the Price Commission.

Penalties: *It is an offence to fail to supply, or to keep records of, the information summarised above.*

**Copies of the Counter-Inflation Act 1973 and the relevant Orders, (Price & Pay Code)–SI 658, (Notification of Increases in Prices and Charges)–SI 664, (Prices and Charges) (Information)–SI 778, and (Approval of Increases in Prices and Charges)–SI 784, are available from Government Bookshops and booksellers; or may be seen at any Price Commission Centre.*

Price Commission Centres:

Office for Scotland
3rd Floor, 440 Sauchiehall Street,
Glasgow G2 3NS. Tel: 041-332 9722

Northern Region
Gunner House, Neville Street,
Newcastle-upon-Tyne NE1 5DN.
Tel: Newcastle-upon-Tyne
611331 (STD code 0632)

Yorkshire & Humberside Region
3rd Floor, Royal Exchange House,
Boar Lane, Leeds LS1 5NS.
Tel: Leeds 38133 (STD code 0532)

North West Region
Ground Floor, Portcullis House,
Seymour Grove, Manchester M16 0HP
Tel: 061-872 6911/4

East Midlands Region
Spur E, Block 6, Government Buildings,
Chalfont Drive, Nottingham NG8 3RP.
Tel: Nottingham 291111 (STD code 0602)

Office for Wales
4th Floor, Westminster House,
95/97 St. Mary Street, Cardiff CF1 1DX.
Tel: Cardiff 41652/4 (STD code 0222)

West Midlands Region
Bayliss House, Hurst Street, Birmingham B5 4BS
Tel: 021-622 3541/4

Eastern Region
2nd Floor, Wingate House, Shaftesbury Avenue,
London W1B 7AE. Tel: 01-439 4401

London and South East Region
2nd Floor, Wingate House, Shaftesbury Avenue,
London W1B 7AE. Tel: 01-439 4401

South West Region
12th Floor, Froomsgate House,
Rupert Street, Bristol BS1 2QN.
Tel: Bristol 299727 (STD code 0272)

There will be special arrangements for Northern Ireland.

PRICE COMMISSION

ISSUED BY THE PRICE COMMISSION

Professional practices and Monopolies Commission

SIR Geoffrey Howe, Minister for Trade and Consumer Affairs, on May 17 announced his intention to refer certain professional practices to the Monopolies Commission for investigation and report.

Speaking during the report stage of the Fair Trading Bill in the House of Commons, Sir Geoffrey said that he was proposing to refer to the Commission the practice of barristers and advocates in the UK known as the two counsel rule, and the regulation of charges by scale fees on the part of architects and surveyors.

He also proposes to refer certain restrictions relating to advertising, by barristers, solicitors, accountants and veterinary surgeons. But in the case of solicitors in the UK, Sir Geoffrey explained, the reference could not be made until the Fair Trading Bill became law. These restrictions have a statutory basis in the Solicitors Acts which preclude them from being referred under the existing monopolies legislation, but the Fair Trading Bill will lift this bar. In addition he intends to refer restrictions on advertising by stockbrokers.

Sir Geoffrey said that a reference to the Monopolies Commission did not in any way carry the presumption that the matters referred to were contrary to the public interest. Investigation by the Commission provided an opportunity for making an impartial and independent assessment but the fact that a reference was made cast no reflection on the standards of competence and integrity with which the services were supplied.

The Department of Trade and Industry will be discussing the precise formulation of the references with the organisations concerned.

Proposed acquisition of Capper-Neill referred to Monopolies Commission

SIR Geoffrey Howe, Minister for Trade and Consumer Affairs, has decided to refer the proposed acquisition by Whessoe Ltd. of Capper-Neill Ltd. to the Monopolies Commission for investigation and report under the provisions of the Monopolies and Mergers Act 1965. The Commission is being required to make its report within five months.

The decision to make a reference to the Commission does not in any way prejudge the question of whether or not the merger concerned is contrary to public interest. It is for the Commission to report on this after investigation.

Section 6 of the Act enables the Department of Trade and Industry to refer a merger which creates or intensifies a 'monopoly' or involves the take over of a company which has gross assets valued in excess of £5 million. The proposed acquisition by Whessoe Ltd. of Capper-Neill Ltd. is being referred under both criteria of the Act.

In order to avoid any uncertainty the Restriction of Mergers (No. 1) Order 1973, has been laid before Parliament to ensure that the companies continue to remain separate entities pending the Monopolies Commission's investigation and consideration of its report.

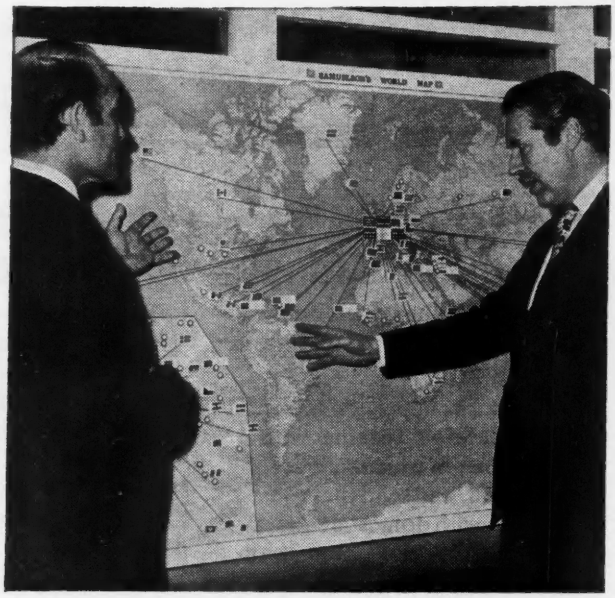
Seafield Colliery

IN pursuance of Section 122 of the Mines and Quarries Act 1954, Mr. Peter Walker, Secretary of State for Trade and Industry, has directed Mr. J. W. Calder, Chief Inspector of Mines and Quarries, to hold a public inquiry into the accident which occurred at the Seafield Colliery on Thursday May 10. The arrangements will be announced later.

Bankruptcy records for England and Wales

Details of bankruptcies in England and Wales are maintained in a public search room at Room 901, Thomas More Building, Royal Courts of Justice, Strand, London WC2A 2JY.

Searches can be made personally or by an agent and a fee of 25p in respect of each bankruptcy inquiry is payable at the time.



Equipment and services for 27 feature films, of which 14 are being shot overseas, are currently being supplied by the Samuelson group of companies. The Minister with responsibility for the film industry, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, recently toured the company's premises at Cricklewood. In the picture Mr. Sydney Samuelson, chairman, is showing Mr. Grant the extent of the group's operations overeas.

Air Travel Organisers' Licences

THE Civil Aviation Authority has released the eleventh list of names of air travel organisers to whom it proposes to grant Air Travel Organisers' Licences when they have paid the required fees and charges and have also fulfilled the Authority's bonding requirements.

The list of names also shows the number which the licence will be given when it is granted. This licence number will be exclusive to the original grantee and he will retain it for as many years as he continues to be entitled to hold a licence. In no circumstances will the number allotted to any other air travel organiser.

The type of activity for which the licence may be issued is indicated as follows:

(A) The organisation of advance booking travel.
(B) The organisation of inclusive tours by air.
(C) The organisation of other forms of air travel as specified in the licence.
(D) Brokerage on behalf of an air operator wishing to make accommodation on an aircraft available to a travel organiser.

Proposed licence number	
ATOL 201 A	Anglo-Scottish American Group
ATOL 490 D	Anglo-Yugoslav Shipping Co. Ltd.
ATOL 450 ABC	Cara Leisure International Ltd.
ATOL 493 B	Costa Brava Villas Ltd.
ATOL 498 B	Costa Lines Cruises Ltd.
ATOL 410 C	Eupo-Air (Holdings) Ltd.
ATOL 444 B	London Express Services Ltd.
ATOL 440 A	Marquis Travel Ltd.
ATOL 494 BC	Miki Tourist Co. Ltd.
ATOL 274 B	Nomad Travel Club Ltd.
ATOL 375 B	Norwegian State Railways Travel Bureau
ATOL 235 B	Olympic Travel Ltd.
ATOL 230 B	Owners Abroad Ltd.
ATOL 481 B	Peltours Ltd.
ATOL 486 B	Standen Travel Ltd.
ATOL 399 B	Stanley Lord's Travel Agency
ATOL 415 B	Tyrolean Travel Ltd.
ATOL 402 B	Villas Italia Ltd.
ATOL 449 BC	Welling & McMillan Ltd.
ATOL 332 D	Yoo Foo Travel Ltd.
AMENDMENTS	
ATOL 376 BD	M. K. Kendall Ltd.

Shipping Minister on Liberian findings into 'Royston Grange' disaster

THE findings of the Liberian inquiry into the *Royston Grange* disaster —the loss of all 74 lives on the British cargo ship which sank in the River Plate on May 11, 1972 after a collision with the Liberian tanker *Tien Chee*—were referred to by Mr. Michael Heseltine, Minister for Aerospace and Shipping, in a written reply in the House of Commons on May 16.

Mr. Heseltine said:

'I have received a copy of the Report of the Liberian Marine Board of Investigation held under the chairmanship of Sir Gordon Willmer, and the Decision of the Liberian Commissioner of Maritime Affairs, which has now been published. A copy has also been placed in the Library.

'In brief, the Report inferred that the *Tien Chee*, in order to get the best water in view of its deep draught, must have been navigating fairly far over to the southward of the Punta Indio Channel, the effect of which would be to crowd the *Royston Grange* in towards the shelving bank on the south side, with the resultant rejection of the *Royston Grange* into collision with the *Tien Chee*. The Report took the view that if this is what happened, the fault could not be imputed to the *Royston Grange*, although it did not exclude the possibility of some human error in the *Royston Grange* in seeking to avoid the collision. The Report also found that the Master of the *Tien Chee* should bear some responsibility, together with the pilot, for the decision to enter the channel in the tidal conditions prevailing. The report was severely critical of the general neglect to maintain the channel.

'I am favourably impressed by the quality of the Board's findings and am of the view that a further investigation of the disaster is unlikely to uncover new evidence. However before reaching a final decision as to whether to hold a British formal investigation, I am sending an inspector to observe the final hearing of the Argentinian administrative tribunal investigating the collision, which is due to take place in a fortnight's time, in case any further evidence emerges.'

Note

Copies of the Liberian report can be obtained from: Liberian Bureau of Maritime Affairs, c/o Liberian Services Ltd., 5th Floor, 36 Coleman Street, London EC2 (Tel: 01-600 5123).

Three-day course on heat pipes

A THREE-DAY course on the analysis, design and manufacture of heat pipes will be held on June 19 to 21, 1973, at the Birniehill Institute, National Engineering Laboratory, East Kilbride, Glasgow.

Originally developed for space applications, the heat pipe is finding increasing acceptance by a variety of industries for use both in the production process and in the product. The heat pipe can have an effective thermal conductivity more than 500 times that of copper, though its self-regulating properties are of almost equal importance.

Heat pipes are simple in construction, relatively inexpensive and can operate silently and reliably over long lifetimes at temperature levels from cryogenic to 2000°K. Recognising that designers, planners and researchers alike should be aware of the great potential of these devices, the NEL is running this intensive three-day course aimed at giving an understanding of the characteristics of heat pipes as well as a design and manufacturing capability.

The course will comprise lectures from NEL and industry, and demonstrations.

Details are obtainable from the Course Organiser, Birniehill Institute, National Engineering Laboratory, East Kilbride, Glasgow G75 0QU Tel: East Kilbride 20222 ext. 570.

Official appointments

THE Secretary of State for Trade and Industry has authorised the following appointments.

Professor J. M. Beer and Mr. N. Siddall to be members of the Advisory Council on Research and Development for Fuel and Power. Professor Beer succeeds Professor D. B. Spalding, and Mr. Siddall replaces Mr. W. V. Sheppard. The appointments took effect from May 1.

International conference on hydrostatic extrusion

THE National Engineering Laboratory (NEL), in collaboration with the International Association for the Advancement of High Pressure Science and Technology (AIRAPT) are holding an international conference on hydrostatic extrusion on, June 13-15.

The conference will be held at the University of Stirling on June 13 and 14, and at the National Engineering Laboratory, East Kilbride, Glasgow on June 15; transport will be provided between the venues.

The conference will deal with the process of hydrostatic extrusion, the properties of extruded components, and the design and manufacture of equipment for hydrostatic extrusion. Papers will be presented by leading authorities from Europe, Japan, USA and USSR, and will reflect the current international position of hydrostatic extrusion both from the fundamental point of view and as an industrial process.

A supporting exhibition of commercial equipment will be mounted at Stirling University.

Further details can be obtained from the Conference Organiser, Birniehill Institute, National Engineering Laboratory, East Kilbride, Glasgow G75 0QU. Tel: East Kilbride 20222 ext. 570.

New reference pamphlet on British aerospace industry

A NEW edition of the Central Office of Information Reference pamphlet 'Aerospace' has been published by HM Stationery Office.*

One of a series on British industry, the pamphlet describes the structure of the aerospace and related electronics industries, touching on the role of government, and gives details of output and trade with overseas countries and of arrangements for research and development.

The main sections of the pamphlet contain a comprehensive description of the industry's products, including civil, light and military aircraft, helicopters, hovercraft, aero-engines and guided weapons, with emphasis on such recent developments as Concorde and the Harrier vertical/short take-off aircraft. Further sections discuss the industry's collaborative projects, many of which are with European countries, Britain's space activities and the wide range of aviation electronics equipment—which accounts for between one-third and two-fifths of the cost of modern aircraft—produced in Britain, including navigation and display systems, airborne communications and automatic flight control systems.

* 'Aerospace (British Industry Today)' RP 104, HMSO 52p (by post 57½p) is obtainable from Government Bookshops in London (post orders to Box 569, London SE1 9NH), Edinburgh, Cardiff, Belfast, Manchester, Birmingham, Bristol or through any bookseller. SBN 11 700615 7.

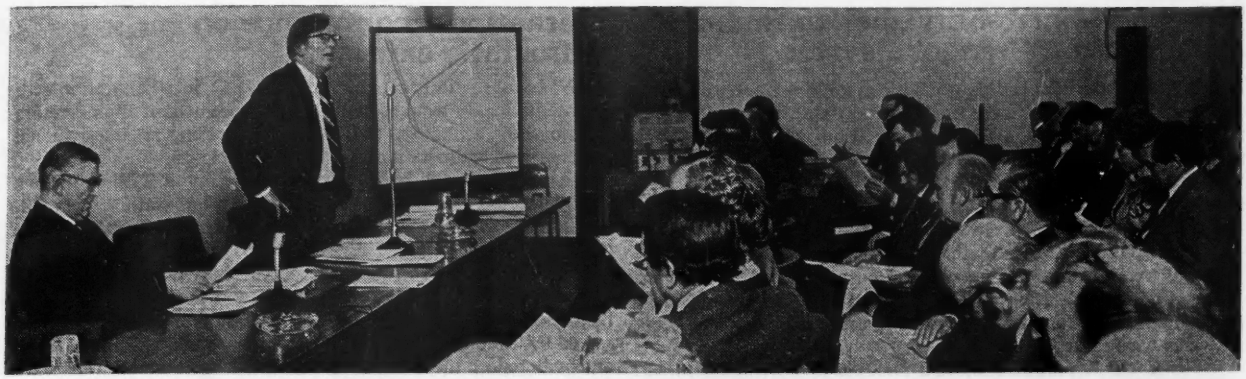
Prevention of Fraud (Investments) Act 1958

THE 1973 edition of the annual publication* containing particulars of persons and firms authorised to carry on the business of dealing in securities as at January 31, 1973 has now been issued by the Department of Trade and Industry. It contains the names and addresses of holders of principals licences, of members of stock exchanges and associations of dealers in securities which are recognised by the Department, and of exempted dealers. Particulars of unit trust schemes authorised by the Department are also included. The changes which have taken place since January 31, in the lists of licensed and exempted dealers under Sections 3 and 16 of the Act and of unit trusts under Section 17 of the Act will be published in *Trade and Industry* on Thursday June 14, 1973.

* 'Particulars of Dealers in Securities and of Unit Trusts 1973'. Published under the Prevention of Fraud (Investments) Act 1958. Copies obtainable from HM Stationery Office and Government Bookshops (Price 50p, by post 55½p).

Dear Editor...

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, Department of Trade and Industry, 1 Victoria Street, London, SW1H 0ET, and *not* to HMSO.



Government proposals to reduce aircraft noise around Heathrow Airport by splitting into two the minimum noise route passing east of Maidenhead were outlined by Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace and Shipping, at a meeting at DTI headquarters last week. The Minister is seen addressing MPs and representatives of local authorities, associations and the Press. Seated at the table is Mr. W. J. Coe, head of the branch dealing with aircraft noise in DTI's Civil Aviation divisions.

Appointment of new Industrial Adviser

THE Secretary of State has appointed Mr. P. R. Weigall as an Industrial Adviser with effect from May 14, 1973.

Mr. Weigall, who is 51, was formerly managing director of Monteshell Agricola, a company owned jointly by Shell and Montedison of Italy. He is especially experienced in the fields of marketing and general management and has worked for some years for Shell in Japan and Italy.

'British Leyland gives lead to Britain's industrialists'

—Mr. Peter Walker

'I AM delighted to welcome the announcement by British Leyland today of a massive programme of modernisation involving an investment of several hundred million pounds,' said Mr. Peter Walker, Secretary of State for Trade and Industry, on May 14. 'This far-sighted decision sets a challenging example to British industry. The decision British Leyland has announced today reveals its determination to maintain and enhance its fine record of export success in world markets.

'I am sure that the lead given today by British Leyland will be followed by industrialists throughout Britain. The British economy is expanding at a faster rate than at almost any previous period in our history and all the signs are that investment by manufacturers is increasing at a fast, accelerating pace. Our exports are forging ahead as never before.

'These are very exciting trends and I believe they show that the British economy is embarking on a period of unparalleled prosperity. This should provide our industrialists with every incentive to seize the opportunities now available, not least as a result of our entry into Europe.

'I congratulate British Leyland on this programme and I have every confidence as to the future.'

First European fluid power conference

THE first European Fluid Power Conference is to be held at the National Engineering Laboratory, East Kilbride, Glasgow on September 10 to 12, 1973. The object of the conference is to demonstrate and encourage the vitality of the European fluid power industry by surveying the recent products of its invention and the commercial use it is making of its technology.

The conference will provide a forum for the exchange of views between users, manufacturers, and research establishments throughout Europe. By bringing together European speakers and delegates, it is hoped that industry will benefit by the increased awareness of each other's technologies and their profitable utilisation.

Details can be obtained from the Conference Organiser, Birniehill Institute, National Engineering Laboratory, East Kilbride, Glasgow G75 0QU (tel. East Kilbride 20222 ext. 570).

A high-level trade and investment mission from Ontario listens to Mr. Peter Walker, Secretary of State for Trade and Industry, explain industrial development incentives in Britain available to Canadian firms. Sitting opposite Mr. Walker is the Premier of Ontario, the Hon. William G. Davis, and on the left of the Premier is the Hon. Claude F. Bennett, Ontario Minister of Industry and Tourism. The mission's programme included a call on the Prime Minister and a lunch given by the Lord Mayor of London.

GOVERNMENT SALES

DEPARTMENT OF TRADE AND INDUSTRY

Ships for Sale

Offers are invited for the purchase of the undermentioned tugs 'as lying' at HM Naval Base, Chatham.

'TID 172' Steel, built 1945. GT 54. NT not available. Length (BP) 65 ft. Breadth (mld) 17 ft. 1 in. Depth (mld) 8 ft. Light Displacement 91 tons. Engine: Single screw, steam, oil-fired, compound reciprocating, by John Dickenson and Sons Ltd. IHP 220.

'GRAPESHOT' Steel, built 1945. GT 56. NT towing 1.83 tons and non-towing 17.89 tons. Length (BP) 66 ft. Breadth (mld) 18 ft. 6 in. Depth (mld) 8 ft. 6 in. Light Displacement 108 tons. Engine: Single screw, diesel, by Newbury Diesels. BHP 350.

Copies of form of purchase agreement, further particulars, plans and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND. Tel: 01-222 7060 ext. 26.

Offers should be addressed to the Department of Trade and Industry, Room 43 at the above address in envelopes clearly marked 'Offer to Purchase "TID 172" and/or "GRAPESHOT" ' and must be received not later than *noon* on June 21, 1973.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessels and their present condition.

MINISTRY OF DEFENCE

May 31, 1973 Miscellaneous Stores

Location: Ordnance Storage and Disposal Depot, Branston, Staffs

Auctioneers: Arnold & Son (Dept. L), Modwena House, 13 Market Place, Burton upon Trent, Staffs (Tel: 0283 64657)

Miscellaneous stores including: Textiles; household and kitchen equipment; haversacks; MT spares and tyres; aircraft spares; electrical spares and equipment, generators; furniture; rags; carpets and carpet pieces; hand tools; grinding, drilling and engraving machines; computer equipment; batteries; scrap ferrous and non ferrous metals etc.

June 8, 1973 Miscellaneous Stores

Location: The Hilltop Motor Hotel, London Road, Carlisle

Auctioneers: Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle CA1 1SE (Tel: 26292/3/4)

Miscellaneous stores including: Clothing; boots and shoes; flying boots; haversacks; webbing; metal and wooden boxes; sewing machines; valves; voltmeters; floodlight lamps; junction boxes; wattmeters; power units; generators; oscilloscopes; amplifiers; clocks and watches; binoculars; cameras; tape recorders; micrometers; tractor dumper; ambulances; Volkswagen refrigeration van; fork lift truck; bending, grinding, crimping, and flexible drive machines; riveting tools; sanders and various hand tools, etc.

June 14, 1973 Miscellaneous Stores

Location: Golden Lion Hotel, King Street, Stirling

Auctioneers: Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow G31 1AW (Tel: 041-554 2447/8/9)

Miscellaneous stores including: Greatcoats; raincoats; blouses; trousers; skirts; Arctic clothing; hammocks; haversacks; pillow cases; mattress covers; blankets, sheets; corduroy blouses; kitchen and household equipment; M/T and electrical spares; telephone spares and equipment; photographic spares and equipment; furniture; lockers; charging sets; generators; fork lift trucks; fans; blowers; Landrovers; Dennis fire engine; Bedford truck and mini-bus; clocks and watches; electrical test sets, micrometers; machine and hand tools; scrap leather; scrap webbing; woollen and mixed rags; MT and tractor tyres; aircraft spares and equipment; lawnmowers; telescopes and binoculars; ball and roller bearings, etc

Catalogues of the above sales obtainable from relevant auctioneers two weeks prior to and up to date of sale, price 10p (postal order only).

Sale by Tender Machine Tools

Bench and Pillar Drills; Tool Grinders; Centre Lathes; Vertical and Universal Millers; Sawing and Shaping machines; Miscellaneous Equipment.

Location: Royal Arsenal, Woolwich.

Permission to view on presentation of tender forms only obtainable from: Directorate of Sales Supply, Sales Supply 6aiv, First Avenue House, High Holborn, London WC1V 6HE.

Tenders must be returned by 10 a.m. June 14, 1973.

DEPARTMENT OF THE ENVIRONMENT

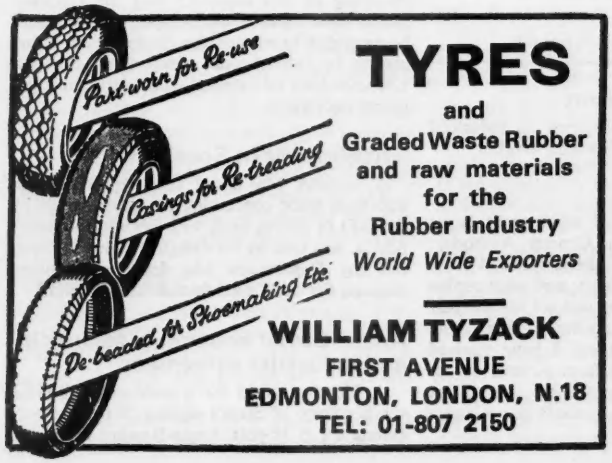
Uganda Asian Resettlement Board: disposals

Arrangements have been made to dispose by public auction the Furniture and Equipment in connection with the above Board at two camps in the Somerset area. Details are as follows:

(a) HOUNDSTONE CAMP, NR. YEOVIL, SOMERSET
View days between the hours of 9 a.m. and 4.30 p.m. on June 5 and 7 with Sale on June 7.

(b) DONIFORD CAMP, NR. WATCHET, SOMERSET
View days between the hours of 9 a.m. and 4.30 p.m. on June 18 and 19 with Sale on June 20.

The Auctioneers will be Messrs. Stanley Alder and Price, 7 St. Stephens Avenue, Bristol BS1 1EG and catalogues are available from them.



TYRES
and
Graded Waste Rubber and raw materials for the Rubber Industry
World Wide Exporters

WILLIAM TYZACK
FIRST AVENUE
EDMONTON, LONDON, N.18
TEL: 01-807 2150

SWISS
Guide International des Machines.

Insertion Rates:

Full Page	Half Page
Fr.800 per ad.	Fr.550 per ad.
Fr.650 per ad.	Fr.450 per ad.
(Three consecutive editions)	
Third Page	Quarter Page
Fr.400 per ad.	Fr.350 per ad.
Fr.350 per ad.	Fr.280 per ad.
(Three consecutive editions)	

MARKETS IN EUROPE 9th edition £2.50

'OVERSEAS DIRECTORIES & SUBSCRIPTIONS' £2.50
(Airmail Edn.) 8oz. Directories Only. £1.50 (Air $10.—)

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: 01-734 6534/5 Telex WESTCHAM LONDON 268312/PUBDISCO
For 20 years representatives for publishers in over 100 countries for advertising and subscriptions

PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

THURSDAY, MAY 10

Imports from the Commonwealth

Sir Geoffrey Howe, when asked what percentage of the United Kingdom's imports came from the Commonwealth in 1964, 1970 and 1972, replied: '29, 23 and 19 respectively.'

Exports of Bibles

Sir Geoffrey Howe told a Member, who asked if he would seek to have the Bible accepted by the Czechoslovak Government as a permitted export from the United Kingdom, that this was not necessary as the import of Bibles into Czechoslovakia was already permitted subject to compliance with the usual import formalities.

Imports from New Zealand

A Member asked for information on the value of imports into Great Britain from New Zealand in 1960, 1965, 1970 and the most recent year for which figures were available. Sir Geoffrey Howe said: 'Information for 1960 is given in Table 270 of the 1969 *Annual Abstract of Statistics*, for 1965 and 1970 in Table 285 of the 1972 *Annual Abstracts of Statistics* and for 1972 in Table II of the December 1972 issue of the *Overseas Trade Statistics of the United Kingdom*.'

British films quota

Replying to a question on the level of quota of British films to be shown by exhibitors during the year beginning January 1, 1974, Mr. Grant said that the Cinematograph Films Council had recommended that there should be no change in the level of exhibitors quota at 30 per cent for first feature films and 25 per cent for supporting programme for the year beginning January 1, 1974.

Consumer Credit Bill

Information was requested on Government proposals for the amendment of the Hire Purchase Acts 1964 to 1972 (Sale of Goods (Implied Terms) and the Moneylenders Acts 1900 to 1927. Sir Geoffrey Howe said: 'The Consumer Credit Bill which I am preparing will replace the Hire Purchase Act 1965 and the Moneylenders Acts 1900 and 1927 as well as the Pawnbrokers Acts 1872 and 1960. It will not require any amendment of the Supply of Goods (Implied Terms) Act 1973.'

Small craft safety

Answering a question on steps taken by the Government to encourage safety amongst those participating in leisure sailing and boating activities, Mr. Heseltine said: 'Following discussions which I have held with interested bodies and the yachting press, July has been designated a "small craft safety month" when my Department with HM Coastguard, local and harbour authorities, voluntary bodies and the press will co-operate to encourage safe practices. A new book "Safety on Small Craft" will be published by HM Stationery Office in June: this will give fuller advice than the leaflets and posters which have previously been distributed in very large numbers.'

Ministers at the Department of Trade and Industry

Secretary of State for Trade and Industry: Mr. Peter Walker

Minister for Trade and Consumer Affairs: Sir Geoffrey Howe
Parliamentary Under-Secretary of State for Trade: Lord Limerick

Minister for Industrial Development: Mr. Christopher Chataway
Parliamentary Under-Secretary of State for Industrial Development: Mr. Anthony Grant

Minister for Aerospace and Shipping: Mr. Michael Heseltine
Parliamentary Under-Secretary of State for Aerospace and Shipping: Mr. Cranley Onslow

Minister for Industry: Mr. Tom Boardman
Parliamentary Under-Secretary of State for Industry and Consumer Affairs: Mr. Peter Emery

Minister without Portfolio: Lord Drumalbyn

Concorde

The following information was given by Mr. Heseltine to a Member who wanted to know the overpressure measured at St. David's Cathedral on each of Concorde's supersonic flights down the West Coast route.

Date of flight	Measured overpressure (lb./sq. ft.)
1. 9.70	1.7
5. 9.70	No measurement
2.10.70	No measurement
7.10.70	2.7
10.10.70	2.1
12.10.70	2.3
26.10.70	1.6
28.10.70	2.2
12.11.70	2.1
12.12.70	1.7
1. 1.71	1.4
24. 4.71	No measurement
28. 4.71	No measurement
30. 4.71	1.7
4. 5.71	No measurement
8. 6.71	
14. 7.71	
2. 9.71	No measurement
22.11.71	
6. 1.72	
12. 4.73	1.5
27. 4.73	Results not yet available

Industrial development

Mr. Grant answered questions on industrial development in Staffordshire and Wigan.

BAA profits

Mr. Heseltine was asked what profit target had been set the British Airports Authority; what representations had been received from British airlines on this subject; and what replies had been given. 'No target was set for the year 1972/73,' Mr. Heseltine answered 'The future target is under consideration. I have received no recent representations from airlines on the level of the Authority's profits but I am aware of the recent press release by the British Airways Board on this subject.'

World reserves of iron ore

Figures as to the known world reserves of iron ore and as to the annual world consumption, respectively were requested. Mr. Emery said that a UN survey published in 1970 gave the following estimate of world resources of iron ore (in million tonnes):

Reserves	Potential ore	Total
251,300	531,200*	782,500*

* Excludes figure for Australia.

'The present annual world consumption is of the order of 750-800 million tonnes,' he said.

MONDAY, MAY 14

Company Law

'I am at present reviewing company law including the requirements for disclosure by companies, whether national or international operating in this country,' said Sir Geoffrey Howe when asked if the Companies Act would be amended to require the disclosure of information by international companies holding a UK subsidiary of specified data relating to their global operations.

British firms in South Africa

A Member who asked what representations had been made concerning the advice given by the DTI to British firms with branches in South Africa, was told by Sir Geoffrey Howe: 'None; but my Department has dealt with several requests for additional factual information.'

Anglo-Soviet economic, scientific and industrial agreement

A Member asked for a statement following the Secretary of State's signing of the protocol calling for a 10-year Anglo-Russian economic,

scientific and industrial agreement, with particular reference to the existing imbalance in trade between the two countries. Mr. Walker said: 'I welcomed the Soviet proposal for such an Agreement, which I believe would create a stable basis for economic collaboration between our two countries and in particular provide improved opportunities for British exports to the Soviet Union. I hope negotiations can be completed this year.'

Trade with Brazil

To a Member who asked: 'What is the present balance of British trade with Brazil?' Sir Geoffrey Howe said: 'Figures for the balance of trade are not available for individual countries. In 1972, UK exports to and imports from Brazil were £84 million fob and £86 million cif respectively, but the difference between them is not a good measure of the visible trade balance because, *inter alia*, of the difference in the bases of valuation.'

Trade with Romania

Sir Geoffrey Howe was asked what were the major categories of imports from Romania in 1972 and what were their value; and what were the major categories of exports to Romania and what were their value. He answered: 'Details of our trade with Romania for 1972 are given in Tables II and V of the December 1972 issue of the *Overseas Trade Statistics*.'

Exports to Australia

A Member inquired about the value of British exports to Australia in 1960, 1965, 1970 and the most recent year for which figures were available. Sir Geoffrey Howe said: '£263 million fob in 1960; information for 1965 and 1970 is given in Table 286 of the 1972 *Annual Abstract of Statistics* and for 1972 in Table V of the December 1972 issue of the *Overseas Trade Statistics of the United Kingdom*.'

Proposed EEC Regional Fund

Questions were asked about the Government's views on the total size of the proposed EEC Regional Fund and the size of the funds necessary to ensure that the EEC Regional Fund could play an effective role in regional policy. Mr. Grant replied that the Government would agree with the Commission that substantial resources must be allocated to the Fund.

GATT negotiations

Sir Geoffrey Howe was asked what views the Government were putting forward within the context of the EEC on the proposals to be made by the EEC in the GATT negotiations this autumn for the further liberalisation of international trade. 'We have contributed fully within the Community to the consideration which resulted in the Commission's April memorandum,' he replied. 'This we are supporting as the EEC's global approach to the GATT negotiations, as requested by the Summit Conference, in the interests of a progressive liberalisation of international trade.'

Sir Geoffrey was also questioned about Government consultations with EFTA countries who are not members of the EEC concerning the forthcoming GATT negotiations. 'We are in constant contact with these countries, as with our other trading partners outside the EEC, on all trade matters of current interest,' he replied.

Exports to EEC

A Member who asked what percentage of the United Kingdom's exports went to the EEC in 1964, 1970 and 1972, was told by Sir Geoffrey Howe: 'To the six original members, 21, 22 and 23 respectively.

A question was also asked on the percentage increase in UK exports to the original six EEC members for March 1973 as compared with March 1972; and what proportion these UK exports represented out of total UK exports for March 1972 and March 1973, respectively. Mr. Walker answered: 'The increase was 25 per cent; the proportion was 24 per cent in each month, but quarterly figures are better indicators. Between the first quarters of 1972 and 1973 exports to the "Six" grew by 29 per cent—compared to an overall growth of 22 per cent.'

Monopolies Commission

In reply to a question on the publication of the Monopolies Commission Report on cross-Channel ferry services, Mr. Emery said: 'We expect to receive the Report later this year.'

Mr. Emery also replied to a Member who asked whether the closure and takeover of breweries in the Manchester and Salford area, including the proposed closure of the Cornbrook and Chester Breweries, would be referred to the Monopolies Commission. He said: 'Modernisation of the industry in the North West may well involve some closures of older breweries. New jobs in the brewing industry will be created in the North West Development Area and elsewhere in the intermediate area, and the overall effect of closures on employment will be slight.'

Sir Geoffrey Howe was asked if the question of cinema ownership would be referred to the Monopolies Commission. He replied: 'The Monopolies Commission have investigated and reported on the supply of films for exhibition in cinemas. Their report was presented to Parliament on October 28, 1966. (House of Commons Paper 206). I see no need for a further reference to the Commission.'

Sir Geoffrey also said in reply to a request for a further statement concerning the Government's policy on monopolies and mergers: 'I hope to announce very shortly a number of further monopoly references to the Monopoolies Commission.'

VAT

Mr. Walker was asked to give a general direction to the nationalised industries that in all cases where the addition of VAT to their charges to customers results in a sum ending with an odd ½p they should round the sum charged down and not up to the nearest whole penny. 'No, Sir,' replied Mr. Walker. 'My Department is advising traders in both the public and private sectors to look at the range of goods and services they supply as a whole and to ensure that there is a balance of rounding-up and rounding-down.'

Imports of iron ore

Mr. Emery was asked to state the average percentage of ore content in iron ore imported into this country; and the highest and lowest percentage, respectively. 'During 1972, the average iron content of iron ore and concentrates imported into this country was 61.9 per cent; the highest percentage was 68.1 and the lowest 43.9 per cent,' he replied.

Safety and health at work

Referring to criticisms expressed in the Report of the Committee on Safety and Health at Work, of the standard of inspection and interpretation of the statutory provisions of Health and Safety requirements at places of work, a Member inquired what action was being taken by the DTI. Mr. Emery answered: 'The Report of the Committee on Safety and Health at Work made no specific criticisms either of the standard of inspection or the interpretation of legislation in the industries for which my Department has responsibilities, notably mines and quarries and nuclear installations. I believe standards in these industries are not bettered in any major country.

'While it would take too long to list the ways in which my Department is acting to reduce accidents in general, I agree with the Committee's view that the creation of conditions for more effective participation and self-regulation by employers and workpeople generally will be a key factor in securing improvement. My Department is continuing to foster developments in this direction, in which the coal mining industry in particular has a long and excellent record.'

Shipyards

Mr. Grant told a Member who asked what had been the total amount of grants paid on new ship construction, conversion and parts of new ships to the shipyards of the North-East coast since 1970, that grants for these purposes paid to shipyards in the Northern Region totalled £5,633,608 between the end of 1970 and the end of April 1973.

Engineers' Registration Board

A Member asked what action had been taken in the past year to resolve some of the outstanding problems arising from the setting up of the Engineers' Registration Board; and what discussions were currently taking place with the Council of Engineering Institutions and the professional institutions. Mr. Heseltine answered that the setting up of the Engineers' Registration Board was of direct concern to the profession. He continued: 'My concern is that while raising standards generally, this does not discriminate against a significant minority and affect their opportunities at home and in Europe. Discussions between my officials and those of other interested Departments and the profession have been contuniung during recent months. A range of possibilities have been considered but I cannot yet forecast the solution. A solution must be found before EEC Directives are determined.'

Meetings with Electricity Council

'I frequently meet representatives of the Electricity Council. The last such meeting was on May 7.' said Mr. Boardman in reply to a question.

Price of fuel oil

Mr. Boardman was asked if the Central Electricity Generating Board would be required to publish in their Annual Reports the average delivered price paid for heavy fuel oil, for other types of oil used for burning, and for natural gas during each of the last seven years, and to state the current average delivered prices for these fuels. 'No Sir,' replied Mr. Boardman 'the price paid by the CEGB for its fuels is essectially a commercial matter between the Board and its suppliers but some information on average prices paid by the electricity industry as a whole is available in Tables 92 and 107 of the Department's *Digest of Energy Statistics*, 1972.'

Coal consumption at power stations

An estimate was asked for of increased coal consumption at power stations during 1974 to 1979. Mr. Boardman replied that the absolute consumption or percentage share of coal or of other fuels in power generation depended on unpredictable factors such as the relative prices of coal and oil and the future demand for electricity. However, for the year 1973/74 it was expected that some 75 million tons of coal would be burnt in power stations of which some 8 million tons would be attributable to the special arrangements for extra coal burnt recently agreed between the NCB and the Generating Boards.

(*continued on next page*)

PARLIAMENT
continued

Production of smokeless fuel

Mr. Boardman, when asked if the production capacity of smokeless fuel was now estimated to be sufficient to warrant a further extension of smokeless zones, said that the National Coal Board and other manufacturers were at present examining the production capacity for solid smokeless fuels, which appeared to be adequate for future needs despite recent and planned reductions. The policy of the Secretary of State for the Environment was to give every encouragement to local authorities to submit Smoke Control Orders. A record number was submitted in 1972 and so far progress in 1973 had been excellent.

European policies on oil imports

Mr. Boardman, answering a question on the co-ordination of European policies on oil imports, said that this topic would be considered by the Council of Ministers later this month when they met to consider energy matters.

IMEG report

Answering questions on discussions with the oil companies and other interested bodies concerning North Sea oil following the publication of the IMEG report, Mr. Walker said: 'The Department is in continuous touch with a wide range of interests in its follow up work on the IMEG report.'

Offshore Technology Conference

A statement was requested on the UK contribution to the 1973 Offshore Technology Conference and Exhibition at Houston, Texas. Mr. Grant said: 'With 37 firms exhibiting, plus the attendance of an important trade commission, a large group of UK visitors and a number of officials, the UK made a major contribution to the 1973 Offshore Technology Conference and Exhibition at Houston. I am informed that the British exhibits were highly successful.' (*See also page 333*)

North Sea oil prospecting

A Member asked in how many cases companies which were successful in the tender experiment of 15 blocks in the fourth round of licensing received in addition discretionary allocations of neighbouring blocks; and whether the particular cases and the extent of the discretionary allocation could be stated. Mr. Boardman said: 'Four of the licensees or groups of licensees who were awarded licences under the tender arrangements were also awarded neighbouring blocks under the discretionary system. The details are:

Blocks	Licensees
3/18*, 3/19	Total group
30/22*, 30/26†	British Gas Corporation/ Amoco group
48/15*, 49/11b	National Coal Board/ Conoco
211/21*, 211/16, 211/26, 210/20, 210/25	Shell/Esso

* = block awarded by tender.
† = includes Mobil.

Oil reserves

Asked to give his revised estimate of oil reserves located within the UK sector of the continental Shelf, Mr. Boardman said: 'The review of forecasts of offshore oil and gas production and reserves is now complete. I have prepared a report for Parliament setting out the results and copies are now being placed in the Vote Office.'

Aircraft noise

Mr. Heseltine told a Member who asked about the report of the working party of the Noise Advisory Council on minimum noise routes, that the Report would be received early in 1974.

Night jet movements

Stating that the effects of the removal of the limitation on total movements at Heathrow and the substitution of a ban on night jet take-offs had been to increase night jet landings by 50 per cent, a Member asked if the 1973 regulations would be revised so as to secure a return of night jet landings to 1971 levels. Mr. Heseltine answered: 'The aim is to reduce total night jet movements this summer by about 10 per cent compared with 1972 and that calls for a reduction in landings. It would be premature to revise the published restrictions at this time but I am keeping the position under review.'

Concorde

A question was asked on the maximum overpressure experienced at St. David's Cathedral during the period of the Concorde test programme arising from storm or natural causes; and the maximum overpressure arising from the supersonic flights. Mr. Heseltine said: 'The maximum overpressure measured at St. David's Cathedral from Concorde's test flights has been 2.7 lbs/sq. ft. Comparable measurements of storms at St. David's are not available. Measurements on the Cathedral structure indicate that the effects of sonic boom are well within the range of environmental influences.'

In reply to a Member who asked whether the figure of 115 EPNDB given as the landing noise of Concorde was a maximum or an average; and what percentage difference in noise this meant over the internationally agreed figure of 108 EPNDB, Mr. Heseltine said that the manufacturers' estimate of the noise of Concorde on approach as 115 EPNDB was based on the same criteria as comparable measurements for subsonic aircraft. There were no international standards for supersonic aircraft noise levels.

Another question concerned requests received, and replies given, to sanction expenditure to produce a quieter engine than the Rolls-Royce Olympus 593 for installation in the Concorde aircraft. 'Studies are in hand to explore possible ways of reducing Concorde's noise, but no proposal has been received to introduce a new engine to replace the Olympus 593,' Mr. Heseltine said. Mr. Heseltine was also asked how much public money had been paid by HMG to Rolls-Royce and Bristol Siddeley in each year from 1960 for (*a*) research and development for Concorde, (*b*) other grants or loans in connection with Concorde's production, (*c*) research and development of other civil projects, (*d*) launching aid for civil aero engines, gross and net of repayment, and (*e*) cancellation charges for civil projects discontinued.

He gave the following information:

GOVERNMENT PAYMENTS TO ROLLS ROYCE, BRISTOL SIDDELEY AND THEIR SUCCESSORS IN RESPECT OF CIVIL AEROENGINE RESEARCH, DEVELOPMENT AND PRODUCTION SINCE 1960 £'000

(a) Concorde Research and Development	60/61	61/62	62/63	63/64	64/65	65/66	66/67	67/68	68/69	69/70	70/71	71/72	72/73
	—	—	79	985	2056	10054	15900	20536	24618	19885	20486	24491	19177
(b) Concorde Production	—	—	—	—	—	—	—	—	356	2241	400	3040	7758
(c) Research	c	c	c	c	c	680	880	960	960	1400	1420	1430	1800
(d) Launching Aid Gross	846	1695	519	2189	2987	1476	1495	4746	11339	27753	15642	68978	52872
Net of repayments	(976)	(219)	(777)	1172	2136	589	608	3572	10136	24986	10604	68256	50866

A. Figures in brackets indicate years when receipts exceeded expenditure.
B. There are no cancellation charges. The figures in (d) include launching aid for work done on the RB203 (Trent) and the RB207 prior to discontinuation.
C. Figures for Civil Research in (c) for years prior to 1965 are not obtainable within the time available.

Pilot fatigue

Mr. Heseltine was asked what discussions he had had with the airlines, the CAA and BALPA about pilot fatigue and hours of duty. He replied that these were matters for the Civil Aviation Authority who had set up a Committee under the chairmanship of Group Captain Douglas Bader to consider them. The Committee had received evidence from the airlines, BALPA and other interested parties and was expected to present its report to the Authority within the next few weeks.

MONDAY, MAY 14

Industrial Development Advisory Board

Mr. Grant was asked what rules were laid down by the Secretary of State regarding potential conflicts of interest between the responsibilities of the members of his Industrial Development Advisory Board to their employers and as members of that Board to himself. Mr. Grant replied that the Board's conditions of service required that the chairman and members should provide up-to-date information about their current financial interests, including directorships; that if they had an interest in a case under consideration by the Board, they should declare the interest and that, having made such a declaration, they should take no part in any deliberation of the Board with respect to that case.

Office development

Mr. Grant was questioned on the review of regional policy to secure greater office dispersal; and if specific and substantial inducements would be offered to firms in the service sector to locate themselves in development areas. 'Our consideration of possible improvements to incentives to encourage office development to move to the Assisted Areas is not yet complete,' he replied.

Industrial development

Mr. Grant answered questions on industrial development in the North-West Region, Yorkshire and Humberside, the South-Western Development Area, Wales, Merseyside, Sunderland, and Aycliffe.

TUESDAY, MAY 15

Trade with Romania

Sir Geoffrey Howe was asked to publish a table showing the trade balance between the UK and Romania for each year in the period 1960 to 1972. He said that figures for the balance of trade with individual countries were not available. Imports cif in 1960 and 1961 were £3.9 million and £6.1 million respectively, and exports fob were £4.3 million and £14.8 million respectively; corresponding information for 1962 was given in Tables 274 and 275 of the 1971 issue of the

Annual Abstract of Statistics; for 1963 to 1971 in Tables 285 and 286 of the 1972 issue of the *Annual Abstract of Statistics*; and for 1972 in Tables II and V of the December 1972 issue of the *Overseas Trade Statistics*. 'The difference between these import and export figures, however, is not a precise measure of the balance of trade because, inter alia, of the difference in the bases of valuation,' said Sir Geoffrey.

Imports from United States

In reply to a question on the value of imports into Great Britain from the United States of America in 1960, 1965, 1970 and the most recent year for which figures were available, Sir Geoffrey Howe said: 'Information for 1960 is given in Table 270 of the 1969 *Annual Abstract of Statistics*, for 1965 and 1970 in Table 285 of the 1972 *Annual Abstract of Statistics* and for 1972 in Table II of the December 1972 issue of the *Overseas Trade Statistics of the United Kingdom*.'

Price-fixing

Sir Geoffrey Howe answered a Member who asked if the question of price fixing by fruit and vegetable wholesale merchants, in the light of the prevalence of this practice exemplified by the situation in Belfast, would be referred to the Monopolies Commission. Sir Geoffrey said: 'Price-fixing agreements are registrable under the Restrictive Trade Practices Acts and subject to examination by the Restrictive Practices Court. If my hon. Friend has evidence which suggests that fruit and vegetable wholesalers are parties to such an agreement, I would ask him to submit it to the Registrar of Restrictive Trading Agreements, Chancery House, 53 Chancery Lane, London WC2 1SP.'

Disabled staff at DTI

Mr. Walker, replying to a question on the number of people employed in his department; and the percentage registered disabled, said: '18,700 staff, of whom 2.4 per cent are registered disabled.'

Newsprint supply

Several questions were asked about representations regarding newsprint shortages following the proposed closure of Peter Dixon and Sons, Grimsby. Mr. Grant answered: 'I have had representations on behalf of certain newspapers who are concerned with the shortage of newsprint. I am being kept informed of the action which is being taken by the industry to deal with the situation but I see no need to intervene at the present time.'

Exports of coal

A Member who asked what was the value of British exports of coal in each of the past five years, was told by Sir Geoffrey Howe: 'Information for 1968 to 1971 is given in Table 112 of the 1972 *Digest of United Kingdom Energy Statistics* and for 1972 under SITC (R) 321.4 in Table VI of the December 1972 issue of the *Overseas Trade Statistics of the United Kingdom*.'

Petroleum Production Inspectorate

Mr. Boardman was asked the number of Inspectors employed in the Petroleum Production Inspectorate at present; and by how many their number had increased in the last two years. 'There are at present nine Inspectors in the Petroleum Production Inspectorate,' he answered. 'The number has increased by two in the last two years. Recruitment is in hand of 10 more Inspectors.'

Lead content in petrol

Mr. Emery was asked if the effect would be studied of the reduction of lead in gasoline to comply with environmental standards upon the demand for more benzene for maintaining high octane ratings and the consequential reduction in the quantity of aromatics for the production of styrene and polystyrene. He answered: 'The time allowed for progressive phasing of the reduction of the lead content in petrol in the UK was agreed after consultation with the oil industry and we do not expect this to cause any difficulty in the supply of benzene.'

Industry Act

A Member asked how many firms had received assistance under the Industry Act in each of the economic planning regions of Great Britain; what was the total money figure for each region; and what amount of grant was under consideration for every region. Mr. Grant provided the following table setting out loan and grant selective assistance under Part II of the Industry Act offered in each region as at the end of March. Total payments at the end of April of Regional Development Grants under Part I and Shipbuilding Construction Grants under Part III were £10.7 million and £15.1 million respectively.

Loan and grant assistance offered at end of March

Region	Loans		Grants	
	No. of firms	Value £'000	No. of firms	Value £'000
Northern	23	1,583	24	412
North West	6	2,746	7	7,043
Yorkshire and Humberside	3	215	10	263
South West	4	554	6	72
East Midlands	3	415	1	*
West Midlands	Nil	Nil	Nil	Nil
Wales	11	1,503	7	27
Scotland	30	5,830	8	88
London and SE	1	750	Nil	Nil

* Value not disclosed for reasons of commercial confidences.

Mr. Grant was also asked what payments had so far been made under the Industry Act; to whom; and on what terms. He said: 'Up to April 30, 1973, payments exceeding £27,455,000 were made under Parts I and II and Section 11 of Part III of the Industry Act 1972.

'The terms of payments in individual cases vary according to the requirements of the particular Section of the Act which applies.'

WEDNESDAY, MAY 16

Booz-Allen report on shipbuilding

The following statement on the Booz-Allen Report on the British Shipbuilding Industry was made by Mr. Chataway in answer to a question on its publication.

'The White Paper on industrial and regional development published in March 1972 (Command 4942) announced the Government's decision to undertake a long-term appraisal of the shipbuilding industry. A study was accordingly commissioned from the consultancy firm of Booz-Allen and Hamilton and their report, edited to remove matters of a commercially confidential nature, is being published this afternoon by Her Majesty's Stationery Office.

'The industry has had an unhappy record and there have been failings on the part of management and labour. However there are now some successful and prosperous companies, improvements have been made in labour practices and new managerial talent has come into the industry. Also there has been a substantial increase in orders in the last few months which has led to a much better short-term situation than that which existed when the Report was prepared. The concern of industry and Government must now be to use the opportunity provided by these new orders and the progress already made to secure greater competitiveness in the longer term. There are still difficult issues to be resolved. For instance the Report poses questions about the size of industry the UK should seek to have, the level of secure employment at which the industry should aim, the source of funds for future investment and what can be done by all concerned to accelerate progress towards modern labour, manning and management practices and modern production techniques.

'The consultants' terms of reference excluded them from making recommendations on policy, though in the final part of the Report they describe five hypothetical situations resulting from different courses of action. The Government is not in any way committed to any of these courses, nor does it at this stage accept any of the financial or employment implications drawn by the consultants. The industry is already receiving substantial assistance from the public funds, and any further assistance would have to be considered in relation to industry as a whole under the Industry Act and to the employment prospects in the regions.

'The Government intends that the Report should provide the occasion for the development of a long-term policy for the British shipbuilding industry in full consultation with all concerned. I am inviting, therefore, written observations on the Report and its implications to be sent to the Shipbuilding Policy Division, Department of Trade and Industry, not later than June 15.'

Shipping services to EEC ports

A Member who asked for a list of all the regular shipping services from UK ports to ports within the European Economic Community; giving for each the number of passengers, the number of vehicles and the tonnage of freight carried on each service during 1972, was told by Mr. Heseltine that this information was not compiled by the DTI but much of it could be found in the following publications:

Passenger and car ferry services: *ABC Shipping Guide*.
Container and roll-on roll-off services (a): *Freight Industry Year Book*.
Numbers of passengers carried (b): *Digest of Port Statistics Section V*.
Tonnages of freight (b): *Digest of Port Statistics Section IV*.
Numbers of road goods vehicles and of accompanied cars (b): *Container and Roll-on Port Statistics*.

(a) These comprise most of the regular services between the UK and other EEC countries. Others can be identified from the record of sailings published in Lloyd's Loading List.
(b) The latest figures, for 1971, contained in the 1972 editions of these publications of the National Ports Council, are analysed so far as possible by UK port and foreign country. Figures for individual services cannot generally be published without breach of commercial confidence.

Computer and Electronics Requirements Board

Mr. Grant was asked to state the budgeted cost of Government assistance to British industry available for dispensation by the Computer and Electronics Requirements Board in the current financial year. He replied that, as announced by the Minister for Aerospace and Shipping on October 16, 1972, the budget of the CSE RB for support of Research and Development in its field of responsibility during the current financial year was about £2 million. This sum did not include most of the Department's contribution to extra-mural R & D carried out in direct support of industry; for this the Board had an advisory role.

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure: Total	Fixed capital expenditure: of which: Manufacturing industry	Fixed capital expenditure: of which: Distributive and service industries	Changes in stocks: Total	Changes in stocks: of which: Manufacturing industry	Changes in stocks: of which: Wholesalers	Changes in stocks: of which: Retailers	Balance of payments: Current balance	Balance of payments: Visible balance	Balance of payments: Invisible balance
	at 1963 prices		at 1963 prices			at 1963 prices				at current prices		
Base of index	1963	1963	1963	1963	1963							
£m in base year	26,853	20,130	4,994	1,083	1,012	series in £ million				series in £ million		
1968	117	113	139	132	145	161	23	75	41	−271	−648	377
1969	119	113	138	140	150	342	232	26	27	444	−143	587
1970	121	116	142	150	168	266	214	42	13	681	12	669
1971	123	119	141	140	165	48	−153	−4	36	1,051	317	734
1972	126			125 p	178 p	−331	−365	−4	−28	18 p	−692 p	710 p
1970 4th qtr	123	118	144	157	174	82	72	23	15	228	60	168
1971 1st qtr	121	116	140	144	156	95	41	−1	−44	130	−62	192
2nd qtr	123	119	141	140	168	−61	−114	11	38	301	118	183
3rd qtr	124	120	141	140	168	−28	−59	−9	6	360	181	179
4th qtr	125	122	142	134	167	42	−21	−6	36	260	80	180
1972 1st qtr	122	123	145	137	167	−146	−110	−6	−29	59	−122	181
2nd qtr	126	126	144	122	185	−90	−142	−5	31	115	−53	168
3rd qtr	126	128	141	122	175	−95	−114	4	−24	−113	−284	171
4th qtr	130			121 p	183 p	0	1	11	−6	−43p	−233 p	190 p
% change latest 2 quarters: on prev. 2 quarters	+3.2	+3.6	−0.6	−6.2	+1.7							
on a year earlier	+3.0	+6.1	+0.9	−11.3	+6.9							

	Index of industrial production: Total all industries	Index of industrial production: Total manufacturing industries	Personal expenditure: Retail sales	Personal expenditure: Cars: new registrations	Prices and costs: Index of retail prices: Index‡	Prices and costs: Index of retail prices: % increase on a year earlier	Prices and costs: Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Prices and costs: Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Prices and costs: Basic hourly wage rates of manual workers (all industries and services)‡	Labour: Unemployed excluding school leavers and adult students: mid-month count	Labour: Unemployed excluding school leavers and adult students: % of total employees	Labour: Unfilled vacancies for adults: mid-month count	Trade§: Exports	Trade§: Imports
			at 1966 prices	monthly averages									at current prices	
Base of index	1963	1963	1966		Jan 16, 1962		1963	1963	July 31, 1972				1963	1963
£m in base year			11,549	thousands						thousands		thousands	4,282	4,362
1969	122.9	125.6	102.4	82.3	131.8	5.4	121.4	119.8	71.1	531	2.3	200	165	165
1970	124.2	127.2	103.6	91.4	140.2	6.4	126.2	127.7	78.2	568	2.5	186	184	181
1971	124.9	126.7	103.8	108.5	153.4	9.4	132.6	137.7	88.5	737	3.2	129	205	194
1972	128.2	130.3	110.0	138.6	164.3	7.1			100.9	816	3.6	145	213	225
1971 1st qtr	124.3	126.4	101.8	91	147.9	8.6	129.7	134.4	85.5	634	2.8	150	186	188
2nd qtr	125.1	127.0	103.2	95	153.2	9.8	133.1	137.2	87.1	709	3.1	128	212	197
3rd qtr	125.6	127.1	104.4	116	155.3	10.1	134.1	139.2	89.4	772	3.4	119	214	193
4th qtr	124.6	126.4	105.9	132	157.3	9.2	133.6	140.0	92.1	832	3.7	118	210	199
1972 1st qtr	121.7	125.0	106.3	121	159.7	8.0	135.0	141.6	95.7	870	3.8	124	204	211
2nd qtr	128.8	129.2	108.5	143	162.7	6.2	136.1	143.4	97.7	835	3.7	135	216	218
3rd qtr	130.1	131.9	111.8	141	165.4	6.5	139.4	146.0	102.2	809	3.6	146	192	215
4th qtr	132.1	135.0	113.7	149	169.4	7.7	148.4	149.1	107.8	754	3.3	176	242	258
1973 1st qtr			117.1	145 p	172.4	8.0	164.5 p	151.0 p	108.7 p	665	2.9	229	248	277
1972 Jun	129.2	129.1	109.5	153	163.7	6.1	136.1	144.1	99.6	805	3.5	139	227	217
Jul	129.7	131.6	112 5	127	164.2	5.8	137.3	144.9	100.0	807	3.5	141	209	198
Aug	129.6	131.7	111.9	156	165.5	6.6	139 6	146.0	103.5	808	3.6	147	137	182
Sep	131.1	132.3	111.0	139	166.4	7.0	141.2	147.0	106.8	812	3.6	150	230	264
Oct	131.3	133.7	112.4	149	168.7	7.9	144.8	148.2	107.6	779	3.4	163	251	260
Nov	132.2	135.1	113.0	157	169.3	7.6	147.5	149.1	108.2	756	3.3	177	239	261
Dec	132.9	136.2	115.2	142	170.2	7.7	152.9	149.7	108.4	727	3 2	188	235	255
1973 Jan	132.8	134.9	114.2	154	171.3	7.7	158.7	150.3	108.4	703	3.1	201	247	264
Feb	135.3	138.5	117.1	146	172.4	7.9	165.0	151.1	108.8	660	2.9	238	252	269
Mar	137.0	140.9	119.4	136 p	173.4	8.2	169.9 p	151.7 p	109.0 p	630	2.8	254	246	298
Apr							169.0 p	149.5 p		617 p	2.7 p	275 p	267 p	275 p
% change latest 3 months: on prev. 3 months	+2.2	+2.3	+3.0	−2.5	+1.8		+9.8	+0.7	+0.6	−12.8		+34.5	+6.2	+8.0
on a year earlier	+10.9	+10.5	+10.0	+20.2	+7.9		+24.3	+6.1	+13.3	−16.8		+97.9	+23.4	+29.2

(‡) Not seasonally adjusted (§) On a balance of payments basis.

Monthly report on the economic situation

This report on the economic situation, prepared by HM Treasury, will be published in 'Economic Trends' for May at the end of the month. Unless otherwise stated this report is based on seasonally adjusted data.

SYMBOLS USED IN ALL STATISTICAL TABLES

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

Recent developments

THERE was a further substantial rise in the volume of consumers' expenditure in the first quarter of 1973: the first preliminary estimate is about 2½ per cent higher than the previous quarter. Much of the increase in the first quarter was due to strong growth of retail sales, part of which was almost certainly due to pre-VAT buying.

The volume of retail sales in March showed a further large increase over the February level, giving an increase of 3 per cent between the fourth quarter of 1972 and the first quarter of 1973. The biggest increases during the first quarter were in sales by clothing and footwear shops and durable goods shops, which increased by 11 per cent and 8 per cent respectively. New car registrations fell back somewhat in March. In the first quarter they were about 2½ per cent lower than their very high level of the previous quarter, although they were still nearly 20 per cent higher than a year earlier.

There was a fall of 14,000 in April in the seasonally adjusted total of unemployed in Great Britain excluding school-leavers and adult students. This was a somewhat smaller reduction than in other recent months, and brings the total to 617,000 or 2.7 per cent of all employees. The number of unfilled adult vacancies increased by 20,000 in April.

Private sector housing starts in the first quarter were nearly 5 per cent higher than in the previous quarter, while completions were about 9 per cent higher. Public sector starts and completions continue to fluctuate; in the first quarter starts were 9 per cent higher than in the fourth quarter of 1972 and completions 2¼ per cent higher, but public sector housing activity was still well below the level of a year earlier.

There has been a strong rise in export volume in recent months. After showing virtually no increase between the two halves of 1972, the volume of exports rose by 12 per cent between the second half of last year and the first quarter of 1973, to be 14½ per cent higher than a year earlier. This increase was attributable to the strong growth of world trade and perhaps also to the depreciation of sterling. The volume of imports has also shown continued growth. In the first quarter it was nearly 9 per cent higher than the average for the second half of 1972 and some 16 per cent higher than a year earlier.

The current account is estimated to have been running at a surplus of £11 million in April. There was a deficit on visible trade of £45 million, and the balance on services and other current transactions is estimated to have been running at a monthly surplus of about £56 million. The value of exports on a balance of payments basis was £954 million in April. In the first four months of the year they averaged £903 million a month, 17 per cent higher than in the second half of 1972; this increase largely resulted from strong growth in volume. The growth in exports has been widely distributed among major commodity groups. Imports were £999 million in April on a balance of payments basis, and so far this year have arranged £1,004 million a month, 17 per cent above the average in the second half of last year. Imports of basic materials grew very strongly, by 30 per cent. Higher prices, reflecting the world situation for many commodities and the effect of the sterling float, have contributed to the increase in the value of imports.

There was a further sizeable increase in March in the index of industrial production, giving a rise of 2¼ per cent between the fourth quarter of 1972 and the first quarter of 1973 both in the all-items index and in manufacturing. The strongest growth was shown in the 'engineering and allied' group of industries, which has a weight of over 30 per cent in the all-items index. Output in this sector increased by over 4½ per cent in the first quarter despite a fall in vehicle production, which was adversely affected by strikes. There was a fall in gas production because of the dispute in that industry.

The latest CBI Industrial Trends Survey, taken during April and published on May 3, shows a high level of business optimism about the general economic situation. Most firms report a rise in the value of output and orders in the past four months and expect a further increase during the next four months, including an increase in export orders and deliveries. A feature of the survey is a further rise since the February survey in the balance of firms expecting to increase their capital expenditure on plant and machinery and on new buildings during the next 12 months: the balance on both items is the highest ever. There is also a substantial positive balance of firms expecting to increase employment during the next four months. 47 per cent of firms reported that they were working below capacity; while the proportion has fallen in the past year or so it is still substantially higher than in some previous surveys. For example, it was 40 per cent in June 1960, 38 per cent in February 1965, and 42 per cent in February 1969.

Prices and incomes

The all-items retail price index (not seasonally adjusted) increased by about ½ per cent in March, much the same as in February. Non-food prices, which have a weight of 75 per cent in the index, increased by about ¼ per cent in March and food prices by 1¾ per cent. In the four months since last November the all-items index has increased by nearly 2½ per cent, with non-food prices rising by ¾ per cent and food prices by 7¼ per cent. A rapid rise in seasonal food prices has accounted for about half the rise in the food index despite the fact that seasonal foods have a weight of only one-sixth in the food index.

Wholesale prices of home sales of manufactured goods, excluding food, drink and tobacco, increased by a little over one-quarter of 1 per cent in April, much the same as in March. In the five months since November they have increased by about 1¼ per cent. The recorded movement in the all-products index was distorted by the effect of tax changes on alcoholic drink and tobacco, since the VAT which was introduced on these items is not included in the index whereas the offsetting reduction in excise duties does affect the index. With unchanged prices, the all-products index would have increased by just over ¼ per cent in April. Manufactured food prices rose by ½ per cent, the smallest increase since September. The index of raw materials and fuels used by manufacturing industry fell by ½ per cent in April following a rise of 20 per cent over the previous six months. The fall was attributable to lower wool prices and occurred despite a further rise during April in copper prices.

The index of hourly wage rates (not seasonally adjusted) showed only a small increase in March. It has increased by ¾ per cent since last November and by just over 13 per cent in the past 12 months. The March increase was attributable to a deferred increase in the baking industry and a number of deferred equal pay stages. The seasonally adjusted index of average earnings rose by ¾ per cent in February after being virtually unchanged in the two preceding months. The February increase is consistent with the sharp rise in production during that month.

Financial developments

M1, the narrowly defined money stock, rose by 2 per cent in the month to mid-March. This followed a small net fall in the previous two months and the increase in the latest three months for which figures are available now amounts to 1½ per cent. M3, the broader version of the money stock, increased by 1¾ per cent in March and by 7¼ per cent in the latest three months. The slower growth of M3 and a marked slackening in the expansion of bank lending to the private sector doubtless reflect in part some unwinding of the special transactions—notably the use of overdraft facilities to purchase certificates of deposit—which have exaggerated the growth of these aggregates in recent months. In mid-April the overall reserve ratio of all banks was 14.4 per cent compared with 14.1 per cent a month before.

After receipts of $75 million from public sector foreign currency borrowing, the United Kingdom official reserves rose by $82 million during April to stand at $6,118 million at the end of the month.

UK OVERSEAS TRADE

The April current account of balance of payments

In April 1973, the current account is estimated to have been running at a surplus of £11 million. The deficit on trade in goods was £45 million, seasonally adjusted, and the balance on services and other current transactions is estimated to have been running at a monthly surplus of about £56 million.

CURRENT ACCOUNT: THREE MONTHLY ANALYSIS

£ million per month seasonally adjusted

	Current balance	Visible balance: trade in goods	Invisible balance: services and other transactions (see Note 1(h))
1972 1st quarter	+20	−40	+60
2nd quarter	+38	−18	+56
3rd quarter	−38	−95	+57
4th quarter	−14	−77	+63
1972/73 Nov.-Jan.	−26	−87	+61*
Dec.-Feb.	−23	−81	+58*
1973 Jan.-Mar.	−64	−120	+56*
Feb.-April	−53	−109	+56*

* These figures are projections and are subject to revision as the relevant statistical information becomes available. Past experience suggests that they are unlikely to differ by more than £8 million a month from the first published quarterly estimates.

TABLE 1. VISIBLE TRADE ON BALANCE OF PAYMENTS BASIS

Seasonally adjusted values — £ million per month

	Exports (fob)	Imports (fob)	Visible balance
1971	733	707	+ 26
1972	761	819	− 58
1971 1st quarter	664	684	− 20
2nd quarter	755	716	+ 39
3rd quarter	763	702	+ 61
4th quarter	750	723	+ 27
1972 1st quarter	728	768	− 40
2nd quarter	769	787	− 18
3rd quarter	686	781	− 95
4th quarter	862	939	− 77
1973 1st quarter pr	886	1,006	−120
1972 November	853	947	− 94
December	838	926	− 88
1973 January p	881	959	− 78
February p	900	977	− 77
March pr	877	1,082	−205
April p	954	999	− 45
1972/3 Nov.-Jan. p	857	944	− 87
1973 Feb.-April p	910	1,019	−109

p Provisional estimates.
r Revised estimates.

TABLE 1A. Three-monthly averages**

	Exports (fob)	Imports (fob)	Visible balance
1972 May	735	789	− 54
June	769	787	− 18
July	767	763	+ 4
August	683	724	− 41
September	686	781	− 95
October	736	857	−121
November	857	951	− 94
December	862	939	− 77
1973 January	857	944	− 87
February	873	954	− 81
March	886	1,006	−120
April	910	1,019	−109

** Average of month shown and two preceding months (see Note 1(d)).

Visible trade

(a) Summary. In April there was a deficit in visible trade of £45 million, seasonally adjusted; the value of exports was £954 million and the value of imports was £999 million.

The improvement in the visible trade deficit from the March figure—now revised to £205 million—comes both from an increase in the value of exports and a decrease in the value of imports, illustrating the volatile nature of the two series. Taking the first four months of this year as a whole, the monthly deficit on visible trade was £101 million compared with £86 million a month in the second half of last year. Figures published on May 9, show that in the first quarter of this year, the volume of exports rose faster than the volume of imports.

TABLE 2. EXPORTS

Seasonally adjusted values § — £ million per month

	Overseas trade statistics basis (fob)	Coverage adjustments	Net allowance for factors affecting recording †	Balance of payments basis (fob)
1971	765	−41	+ 9	733
1972	812	−51	—	761
1971 1st quarter	680	−30	+14	664
2nd quarter	781	−41	+15	755
3rd quarter	798	−46	+10	763
4th quarter	801	−46	− 5	750
1972 1st quarter	775	−48	—	728
2nd quarter	818	−49	—	769
3rd quarter	735	−49	—	686
4th quarter	921	−59	—	862
1973 1st quarter pr	945	−59	—	886
1972 November	914	−61	—	853
December	893	−55	—	838
1973 January p	937	−57	—	881
February p	958	−58	—	900
March pr	938	−61	—	877
April p	1,021	−67	—	954
1972/3 Nov.-Jan. p	915	−58	—	857
1973 Feb.-April p	972	−62	—	910

§ Components and totals are rounded independently.
† See Note 1(e).
p Provisional estimates.
r Revised estimates

TABLE 3. IMPORTS

Seasonally adjusted values § — £ million per month

	Overseas Trade Statistics basis (cif)	Adjustments to balance of payments basis: Freight insurance and other valuation adjustments	Adjustments to balance of payments basis: Coverage adjustments ‡	Balance of payments basis (fob)
1971	818	− 86	−26	707
1972	930	− 86	−25	819
1971 1st quarter	792	− 87	−21	684
2nd quarter	820	− 87	−18	716
3rd quarter	816	− 84	−30	702
4th quarter	844	− 86	−35	723
1972 1st quarter	879	− 81	−30	768
2nd quarter	892	− 86	−19	787
3rd quarter	890	− 82	−27	781
4th quarter	1,057	− 95	−23	939
1973 1st quarter pr	1,131	−105	−21	1,006
1972 November	1,067	− 98	−22	947
December	1,039	− 88	−25	926
1973 January p	1,089	−102	−28	959
February p	1,097	−102	−19	977
March pr	1,208	−110	−16	1,082
April p	1,156	−111	−46	999
1972/3 Nov.-Jan. p	1,065	− 96	−25	944
1973 Feb.-April p	1,154	−108	−27	1,019

§ Components and totals are rounded independently.
p Provisional estimates.
r Revised estimates
‡ Including adjustments for arrivals of and payments for United States military aircraft, etc.

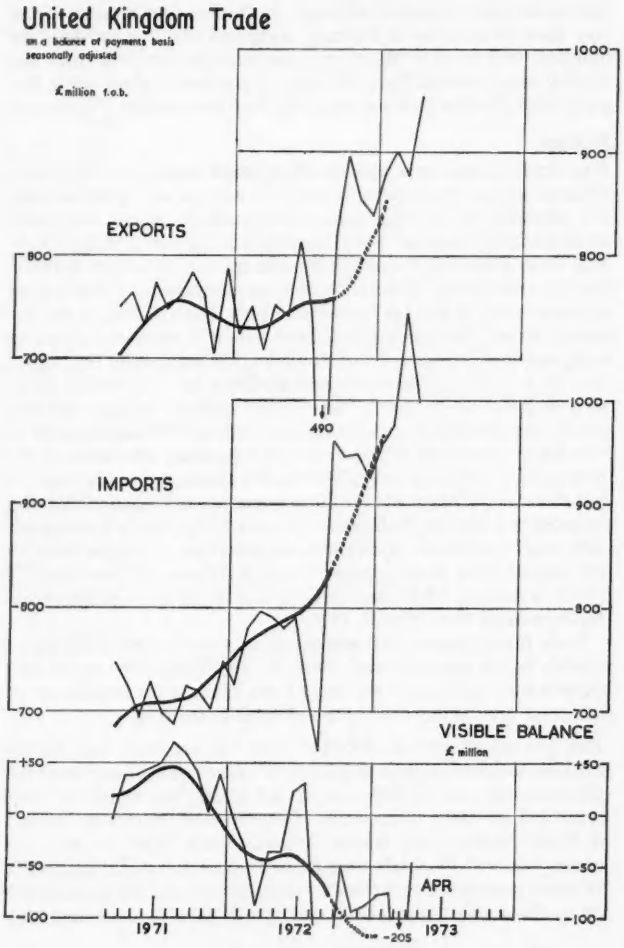
(b) Exports. The value of exports in April was £954 million, seasonally adjusted, on a balance of payments basis.

In the first four months of this year exports averaged £903 million per month, 17 per cent higher than in the second half of 1972. This increase has largely resulted from a strong growth in the volume of exports: in the first quarter of the year (the latest period for which information is available) the export unit value index increased by 3 per cent compared with the previous six months.

Our most buoyant market so far this year has been North America to which exports increased by 22 per cent compared with the average level in the second half of 1972. Deliveries to Western Europe rose by 15 per cent, to the sterling area (outside Europe) by 12 per cent and to all other markets in aggregate by 20 per cent between the same periods.

The growth in exports has been widely distributed among major commodity groups. Deliveries of textiles increased by 21 per cent, chemicals by 20 per cent, metal and metal manufactures by 19 per cent, road motor vehicles by 16 per cent and machinery by 13 per cent. There was also a 22 per cent rise in the exports of food, beverages and tobacco.

(*continued on next page*)



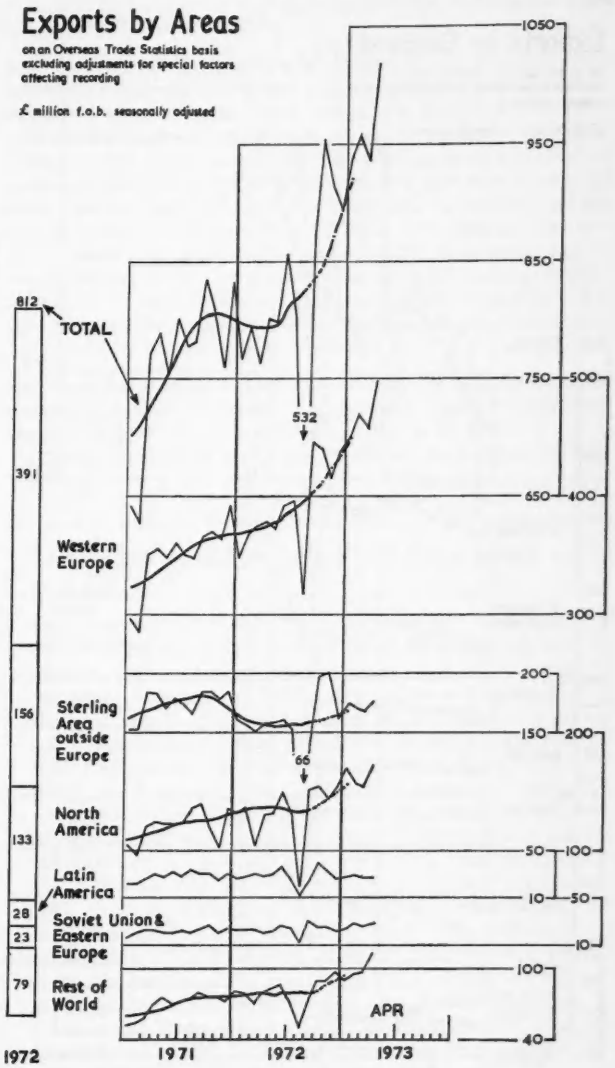


TABLE 4. Recorded values
Overseas trade statistics basis

£ million per month

		Exports fob ††	Imports cif ‡
1971	1st quarter	673.4	811.3
	2nd quarter	794.9	829.3
	3rd quarter	767.4	790.0
	4th quarter	822.9	847.3
1972	1st quarter	770.7	905.7
	2nd quarter	843 9	910.6
	3rd quarter	683.3	850.0
	4th quarter	950.7	1,052.1
1973	1st quarter r	942.6	1,189.6
1973	February	897.6	1,021.9
	March r	961.1	1,310.2
	April p	984.3	1,100.5

†† No adjustment has been made in this table for special factors affecting the recording of exports (see Note 1(e)).
‡ Including arrivals of US military aircraft.
p Provisional estimates.
r Revised estimates.

TABLE 5. EXPORTS: AREAS¶
Overseas trade statistics basis

Seasonally adjusted values — £ million fob per month

		Total	Sterling area outside Europe	Western Europe inc. Irish Republic* Total*	EEC*	EFTA*	North America	Latin America	Soviet Union and Eastern Europe	Rest of world
1972		812	156	391	245	112	133	28	23	79
1972	2nd qtr.	818	159	381	239	108	137	31	23	83
	3rd qtr.	735	121	387	241	113	117	21	22	65
	4th qtr.	921	187	431	269	124	151	33	24	93
1973	1st qtr.	945	170	460	293	132	161	29	26	95
1973	February	958	170	470	297	135	158	31	28	96
	March	938	168	461	296	127	154	28	25	98
	April p	1,021	176	500	313	144	172	28	28	112
1972/3	Nov.-/ Jan.	915	178	435	275	126	156	28	24	93
1973	Feb.- April p	972	171	477	302	135	161	29	27	102

¶ See Note 1(b).
p Provisional estimates.
* See Note 1(g).

UK OVERSEAS TRADE

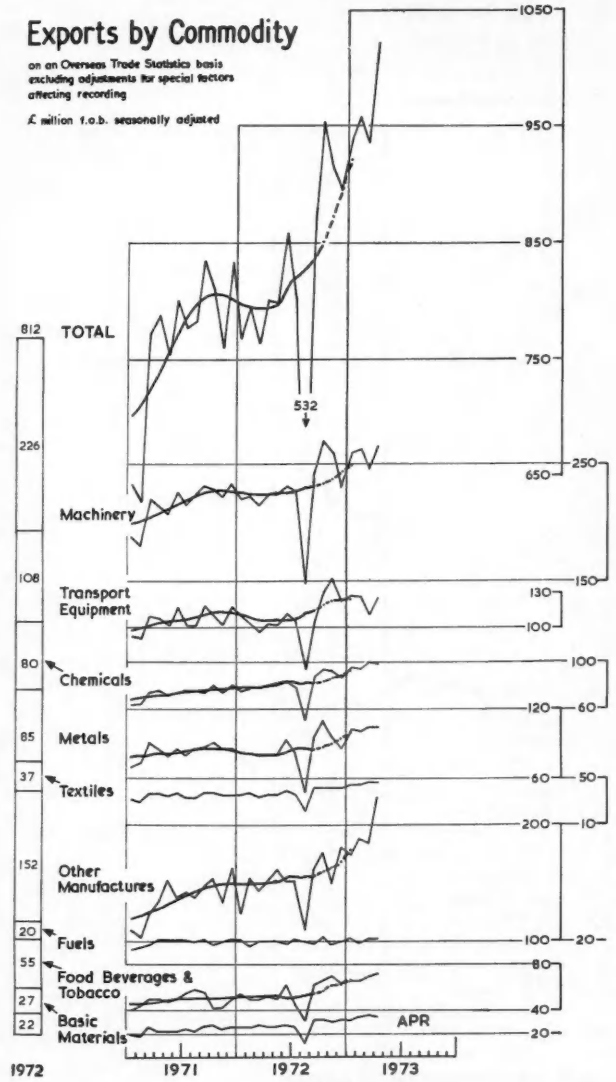
continued

(c) **Imports.** In April the value of imports was £999 million, seasonally adjusted, on a balance of payments basis.

So far this year, imports have averaged £1,004 million a month, 17 per cent higher than the average in the second half of last year. Imports of industrial materials increased by 20 per cent between these two periods with arrivals of basic materials growing very strongly, by 30 per cent. Imports of food, drink and tobacco, semi-manufactures and finished manufactures all increased by between 16 and 18 per cent.

Higher prices, reflecting the world situation for many commodities and the effect of the sterling float, have contributed to the increase in the value of imports this year. In the first quarter (the latest period for which information is available) the import unit value index was 10 per cent higher than in the previous six months. At the same time the volume of imports has increased, reflecting the growth of the domestic economy. A recent development is that the fastest rate of growth has occurred in deliveries of basic materials, whereas during last year it was imports of finished manufactured goods which led the way.

The value of imports from Western Europe and North America have continued to increase strongly. In the first four months of the year the average rates of increase, compared with the previous six months, were 19 and 20 per cent respectively. Arrivals from the sterling area (outside Europe) were 12 per cent higher, while imports from all other sources, taken together, increased by 19 per cent.



Notes

1(a) Trade figures on a balance of payments basis. The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly *Overseas Trade Statistics*. These adjustments are summarised in Tables 2 and 3 of this article. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to UK owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of US military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special US Exim Bank credit. (The values involved are now small.) All these adjustments are described in greater detail in the annual 'Pink Book', *United Kingdom Balance of Payments 1972* (Table 6 and pp. 63-67) and in an article in the issue of *Trade and Industry* dated November 4, 1970.

Since firm figures for the adjustments do not become available as quickly as the recorded trade statistics, the figures for imports and exports on a balance of payments basis in the latest months are at this stage preliminary estimates and liable to revision.

1(b) The adjustments described at Note 1(a) are made only for the monthly totals of exports and imports, and cannot be estimated for the area and commodity analyses of trade. The values of total trade and the main components of exports and imports in Tables 5 to 8 are available only on the Overseas Trade Statistics basis and correspond with the totals given in the first columns of Tables 2 and 3. Whereas comment on total trade relates to total exports and imports on a balance of payments basis, analyses of the area and commodity

TABLE 6. EXPORTS: COMMODITY CLASSES¶ Overseas trade statistics basis

Seasonally adjusted values — £ million fob per month

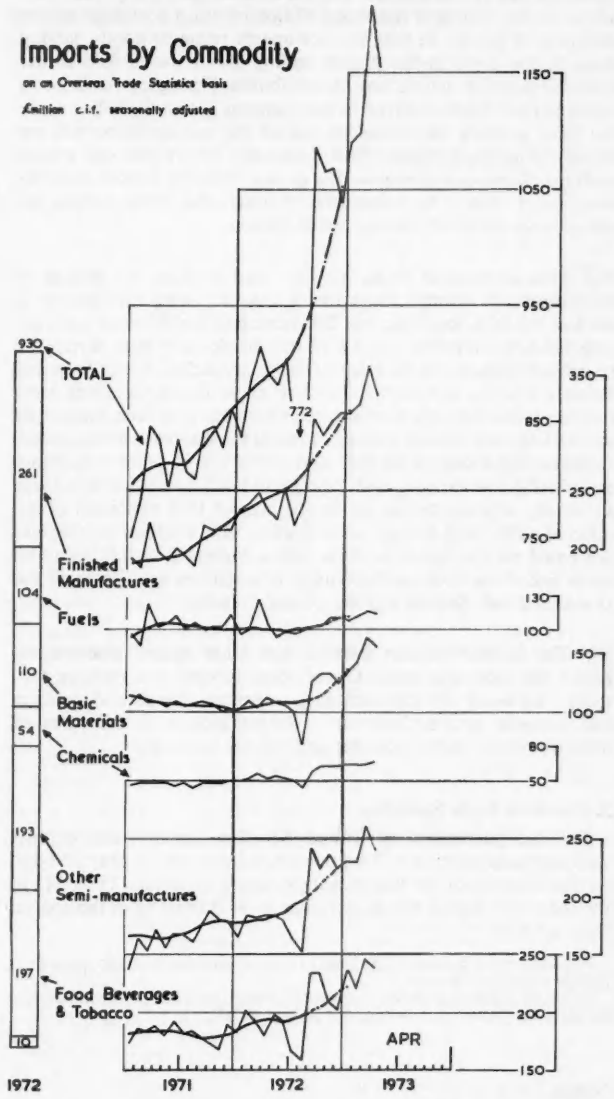
					Manufactures									
						Machinery and transport equipment								
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures	Miscellaneous
1972	812	55	27	20	688	335	226	76	32	80	85	37	152	22
1972 2nd quarter	818	55	26	20	691	334	226	78	27	82	85	38	156	24
3rd quarter	735	46	23	20	619	297	205	61	32	71	75	33	141	21
4th quarter	921	67	31	21	786	384	254	94	37	91	97	42	169	22
1973 1st quarter	945	68	34	21	801	377	256	88	33	96	102	45	182	22
1973 February	958	67	35	19	815	387	262	89	37	94	100	45	188	25
March	938	71	36	23	790	356	245	82	29	99	104	46	184	21
April p	1,021	71	35	22	869	395	266	93	29	98	104	47	224	26
1972/3 Nov.-Jan.	915	67	31	20	777	380	251	95	35	92	94	42	169	22
1973 Feb.-April p	972	70	35	21	825	379	258	88	32	97	103	46	198	24

¶ See Note 1(b).
p Provisional estimates.

patterns of trade in this article are based on the figures on the Overseas Trade Statistics basis in Tables 5 to 8. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.

1(c) Visible balance. The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in Note 1(a) above. Since, as noted above, the import and export figures for the most recent months are provisional, it follows that the monthly visible balances for these months are also provisional and liable to revision.

The monthly figures for the visible balance are published only on a seasonally adjusted basis. Since the balance is the difference of two large and variable figures, it is itself liable to fluctuation and undue significance should not be attached to a single month's figure; it is more useful to consider the average balance over three or more months.



1(d) Trends. Even after allowing for seasonal influences, the sequence of monthly figures is usually too variable to give a satisfactory indication of the underlying trend. While it is possible to construct elaborate estimates of trend these cannot be applied to the most recent months, and a simple method of giving some guidance on underlying movements in the most recent past is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1A. Although they are still sensitive to irregular movements in the monthly figures and to special influences, they are markedly less variable than the monthly figures. Apart from occasions when major disturbances distort the flow of trade, the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

1(e) Recording of exports. The new system for the documentation of exports to ensure full recording has applied to goods shipped from October 25, 1971 (see *Trade and Industry* August 19, 1971).

Regular assessments of the quality of recording under the new

(continued on next page)

Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings); there are 188 specified countries for consignment. The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office, Bill of Entry Section, HM Customs and Excise, 27 Victoria Avenue; Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, ext. 316 or 323 for Imports, or ext. 314 or 315 for Exports; Telex 99112 CUSEX Southend).

TABLE 7. IMPORTS: COMMODITY CLASSES¶ Overseas trade statistics basis

Seasonally adjusted values

£ million cif per month

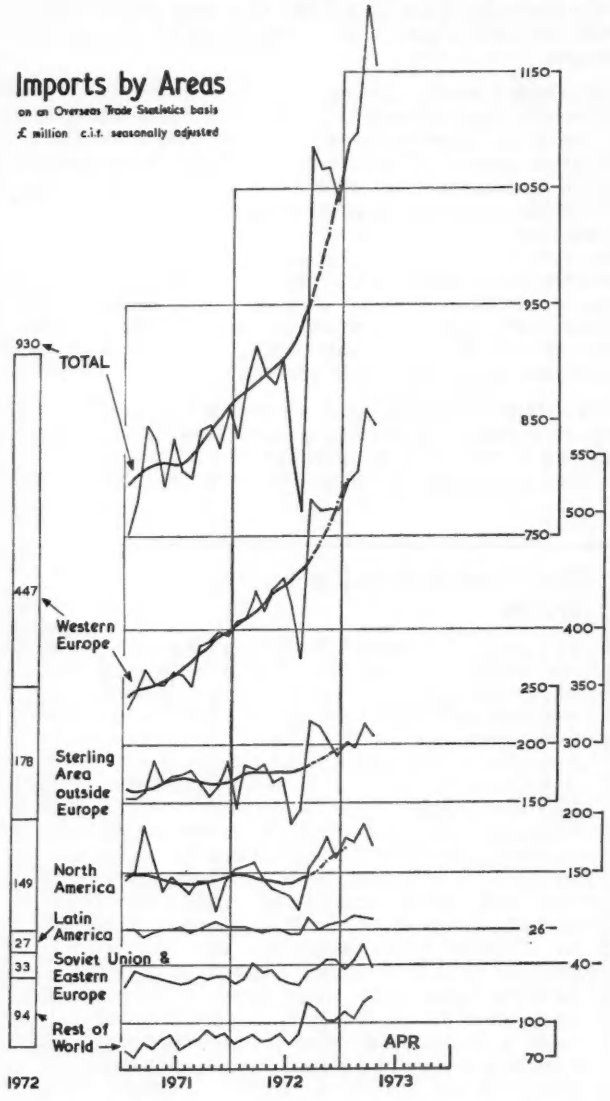
	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	Miscellaneous
1972	930		197	104	358	110	54	193	261		10
1972 2nd quarter	892		191	99	344	109	53	183	237		13
3rd quarter	890		187	100	336	100	50	186	258		10
4th quarter	1,057		215	108	419	129	62	228	308		10
1973 1st quarter	1,131		235	112	450	146	64	240	334		10
1973 February	1,097		220	111	434	142	63	229	324		9
March	1,208		246	115	488	164	63	261	359		12
April p	1,156		238	114	460	155	65	239	331		9
1972/3 Nov.-Jan.	1,065		216	110	422	129	63	230	314		9
1973 Feb.-April p	1,154		235	114	461	154	64	243	338		10

p Provisional estimates.
¶ See Note 1(b).

UK OVERSEAS TRADE
continued

system have shown that, since the beginning of 1972, there has been no need to make adjustments to the export figures for either a shortfall in documentation or a change in the speed of submission of documents.

The new system for recording exports and the methods used to monitor its accuracy are described in an article in *Trade and Industry* February 15, 1973.



1(f) Timing. The figures for exports relate to documents received in the Statistical Office of HM Customs and Excise up to a few days before the end of the calendar month. On average export documents arrive at the Customs Statistical Office within a fortnight of the shipment of goods, so that the documents relate to goods passing through the ports in the month ending about the middle of the calendar month to which they are attributed. The figures for imports relate to documents received at the Customs Statistical Office up to the third working day after the end of the month. Importers are usually required to present their documents before they can obtain customs clearance and remove the goods. Thus the import statistics correspond closely to movements through the ports during the calendar month to which they are attributed.

1(g) Area analyses of trade. To take into account the change in composition of selected areas arising from the entry on January 1, 1973 of the Irish Republic and Denmark into the enlarged EEC the area headings in tables 5 and 8 of this article have been revised or re-defined. Figures for the Irish Republic are included with those for Western Europe and the EEC and to avoid double counting have been excluded from the Sterling area which has now been designated as 'Sterling area outside Europe'. Figures for Denmark are of course included with those for the EEC and not EFTA. In order to facilitate meaningful comparisons with past periods all figures in both these seasonally adjusted tables are on the present 1973 definition of the selected areas and groups of countries. The analyses in the text are based on the figures in these tables. Standard definitions of all areas and some economic grouping of countries are shown in the *Overseas Trade Statistics of the United Kingdom.*

1(h) The invisible balance (services and other current transactions) covers the following items: Government services and transfer payments; all other services including transport, travel, and banking and financial transactions; net overseas income in the form of interest, profits and dividends; and private transfers.

2. Overseas Trade Statistics

Detailed particulars of United Kingdom imports and exports with cumulative totals will be published on or about May 25* and further analysis of the figures will be found in tables 125 to 143 in the *Monthly Digest* for June,† due to be published in the second week of July.

* *Overseas Trade Statistics of the United Kingdom*, published by HMSO, price £1.85 (annual subscription £25.05).
† *Monthly Digest of Statistics*, published by HMSO, price 63p (annual subscription including Supplement of Definitions and postage, £8.60).

TABLE 8. IMPORTS: AREAS¶ Overseas trade statistics basis

Seasonally adjusted values — £ million cif per month

				Western Europe inc. Irish Republic*			North America				
	Total	Total excluding US military aircraft etc.	Sterling area outside Europe	Total*	EEC*	EFTA*	Total	Excl. US military aircraft etc.	Latin America	Soviet Union and Eastern Europe	Rest of World
1972	930		178	447	293	134	149		27	33	94
1972 2nd quarter	892		174	433	284	127	138		26	33	87
3rd quarter	890		165	436	289	133	134		27	26	97
4th quarter	1,057		204	503	326	156	169		29	42	106
1973 1st quarter	1,131		206	552	361	169	184		36	46	111
1973 February	1,097		198	536	355	162	176		37	45	105
March	1,208		217	590	383	180	192		36	57	119
April p	1,156		208	576	367	179	174		34	39	122
1972/3 Nov.-Jan.	1,065		199	512	332	159	174		32	41	105
1973 Feb.-April p	1,154		208	567	368	174	181		36	47	115

p Provisional estimates.
¶ See Note 1(b).
* See Note 1(g).

Index of industrial production for March

THE provisional estimate index of production for March 1973, prepared by the Central Statistical Office, is 137.0 (seasonally adjusted). For manufacturing industry alone the figure is 140.9.

For the three months January to March 1973, it is provisionally estimated that production as a whole was 2.2 per cent higher than the figures for the preceding three months, October to December 1972; for manufacturing industry alone there was an increase of 2.3 per cent.

The average index numbers of the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major groups in recent months.

INDEX OF INDUSTRIAL PRODUCTION

Seasonally adjusted

1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries												
			Total	Food, drink and tobacco					Engineering and allied industries						
				Total	Food	Drink and tobacco	Coal and petroleum products	Chemicals and allied industries	Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1968	119.8	84.8	121.4	115.5	112.3	121.6	126.4	140.0	122.4	125.5	134.7	137.4	86.8	117.2	113.4
1969	122.9	80.3	125.6	118.9	115.9	124.8	139.3	148.7	127.4	131.3	146.6	144.0	85.4	119.7	119.4
1970	124.2	78.3	127.2	121.6	117.0	130.2	151.1	157.5	128.3	134.9	152.2	148.5	86.1	116.8	115.4
1971	124.9	79.8	126.7	123.0	118.1	132.4	157.8	160.1	127.1	132.7	156.3	155.1	83.7	113.6	107.4
1972	128.2	71.8	130.3	127.4	122.0	137.5	156.1	169.3	128.8	124.7	152.7	173.3	80.6	113.5	110.0
1971 1st qtr.	124.3	82.1	126.4	122.8	118.1	131.8	156.5	157.5	126.3	133.7	158.5	154.6	86.0	110.0	106.4
2nd qtr.	125.1	81.5	127.0	122.8	117.8	132.8	158.7	159.7	129.0	135.8	152.0	154.3	84.1	118.4	108.1
3rd qtr.	125.6	80.0	127.1	123.3	119.2	131.0	156.2	157.9	127.1	131.3	158.6	153.8	83.1	115.2	109.1
4th qtr.	124.6	75.6	126.4	123.1	117.5	133.8	160.9	165.5	125.8	130.0	156.0	157.8	81.6	110.9	106.1
1972 1st qtr.	121.7	44.5	125.0	126.6	120.7	137.9	146.4	160.7	125.4	124.5	145.5	173.6	80.6	105.3	103.2
2nd qtr.	128.8	79.9	129.2	126.3	121.4	135.5	152.9	172.8	127.2	123.4	145.4	169.2	81.2	113.5	108.8
3rd qtr.	130.1	79.9	131.9	127.3	123.1	135.3	162.1	169.9	129.2	123.3	160.6	171.3	80.3	115.3	113.3
4th qtr.	132.1	82.8	135.0	129.4	123.0	141.5	162.9	173.8	133.4	127.4	159.4	179.2	80.2	119.9	114.6
1973 1st qtr.	135.0	81.7	138.1	129.6	123.4	141.3	162.6	175.1	139.5	137.8	161.4	194.3	80.3	114.7	120.5
August	129.6	80	131.7	129	126	134	159	176	127	123	161	171	80	108	110
September	131.1	80	132.3	129	124	139	161	168	131	123	163	172	80	122	115
October	131.3	82	133.7	126	121	136	157	177	131	125	157	173	80	119	116
November	132.2	83	135.1	129	123	141	165	172	134	128	166	180	80	120	117
December	132.9	83	136.2	133	125	148	167	173	135	129	155	184	80	121	111
1973 January	132.8	82	134.9	129	122	143	171	177	134	131	165	185	81	113	116
February	135.3	80	138.5	130	125	141	156	174	141	139	159	196	80	119	123
March	137.0	83	140.9	129	123	141	161	173	143	143	160	204	81	113	123
Oct.-Dec. (av.)	132.1	83	135.0	129	123	142	163	174	133	127	159	179	80	120	115
Jan.-Mar. (av.)	135.0	82	138.1	130	123	141	163	175	140	138	161	195	80	115	121

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.							
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1968	111.1	111.2	110.8	113.1	119.2	93.3	103.7	127.3	130.3	121.8	118.5	118.3	135.2	121.8	128.2
1969	114.5	116.1	109.3	115.6	123.5	93.9	102.7	127.8	126.9	129.3	110.8	123.4	141.6	119.0	136.2
1970	114.8	116.6	109.2	116.6	124.9	92.9	103.1	125.2	122.4	130.3	113.6	120.5	145.7	115.7	143.8
1971	104.1	104.7	102.4	118.2	124.8	93.5	108.4	130.3	129.7	131.3	116.9	117.9	150.8	117.4	155.7
1972	101.2	99.9	105.3	120.9	127.7	92.9	117.3	140.3	139.6	141.5	131.4	126.2	150.3	117.0	172.4
1971 1st qtr.	110.2	111.3	106.0	117.8	125.3	89.6	106.6	131.5	131.0	132.4	119.5	114.3	149.7	116.8	149.4
2nd qtr.	104.4	105.1	101.9	117.7	124.6	90.3	107.5	132.6	131.1	135.5	115.5	117.6	153.2	117.8	153.9
3rd qtr.	103.6	104.2	101.8	118.6	124.9	91.8	109.7	130.7	131.7	128.9	113.4	121.4	151.3	118.3	159.4
4th qtr.	98.3	98.1	99.2	118.7	124.3	102.1	109.6	126.3	125.2	128.3	119.4	118.5	149.2	116.7	159.9
1972 1st qtr	91.4	89.9	96.5	114.0	118.6	86.9	108.6	128.1	129.7	125.1	130.9	121.6	146.6	119.2	153.0
2nd qtr.	100.4	100.2	101.0	120.2	127.9	88.8	109.3	141.8	142.7	140.2	131.2	126.5	149.9	121.5	177.5
3rd qtr.	103.6	102.3	107.7	122.8	129.7	95.4	112.7	141.8	139.2	146.3	127.5	128.5	154.2	114.6	181.7
4th qtr.	109.4	107.3	116.2	126.8	134.6	101.1	114.7	149.5	146.9	154.3	136.0	128.3	150.6	112.6	177.4
1973 1st qtr.	109.7	106.9	118.5	127.4	137.3	99.5	111.5	150.3	151.1	149.0	147.6	134.3			173.3
August	97	95	102	123	130	95	113	146	148	142	117	132	155		180
September	111	110	116	124	133	95	108	142	137	150	129	125	155		190
October	108	107	111	125	132	101	115	147	145	150	134	127	155		180
November	110	109	114	126	132	101	117	150	150	150	136	128	148		178
December	110	107	123	130	140	101	113	152	146	163	137	130	148		175
1973 January	108	106	115	124	133	99	110	144	146	140	146	133			176
February	109	106	121	128	137	100	113	152	151	154	153	135			173
March	112	109	120	130	142	100	112	155	159	153	143	135			170
Oct.-Dec. (av.)	109	107	116	127	135	101	115	150	147	154	136	128	154		177
Jan.-Mar. (av.)	110	107	119	127	137	100	112	150	151	149	148	134	151		173

COMPUTERS

Computer industry resumes growth

FIGURES published by the Department of Trade and Industry indicate that the UK computer industry has resumed the growth that was interrupted in 1971.

The output of computers in the fourth quarter of 1972 was at the highest level so far recorded. The total (£96 million) was 5 per cent higher than in the third quarter of 1972 (£92 million), and 19 per cent above that of the fourth quarter of 1971 (£81 million), all in terms of current prices. These increases largely represent growth in the volume of output, although some part also reflects the effect of higher prices.

Total output includes repair and maintenance work together with research and development for customers, but the deliveries of British-made and factored equipment shown in Table 1 attached were mainly responsible for the industry's good performance.

In the fourth quarter of 1972 total deliveries of hardware amounted to £87 million compared with £83 million in the third quarter and £74 million in the fourth quarter of 1971, increases of 4 per cent and 18 per cent respectively. These increases reflected the continued growth in export deliveries, which recovered strongly during 1972. They rose from £17 million in the first quarter to a substantial record of £37 million in the fourth, which exceeded by 30 per cent the high level already reached in the third quarter of the year.

For the year as a whole total output was £333 million, also the highest figure yet recorded, and indicating an increase of 5 per cent compared with 1970 and 8.5 per cent with 1971. Excluding repair and maintenance however total deliveries of hardware were only marginally higher than in 1970.

The recovery in deliveries last year after the fall in 1971 is illustrated in the following comparison of hardware deliveries in recent years:

TABLE 1. TOTAL DELIVERIES OF ELECTRONIC COMPUTERS

£ thousand, current prices

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries of Hardware		Repair and Maintenance		R & D on Customer Account		Total output		Goods Sold to other UK Computer Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hardware	Software	Total	Export	
1966	78,684	16,572	1,393	307	1,973	572	4,667	377	28,221	15,752	114,938	33,580	5,924	313	326	54	121,242	33,893	4,264
1967	88,771	22,827	1,547	293	3,533	838	2,551	333	30,831	13,011	127,233	37,302	8,574	1,070	466	76	136,349	38,394	8,483
1968	113,266	26,579	1,960	233	5,232	1,144	4,902	1,173	39,987	11,711	165,347	40,840	11,868	707	56	242	177,513	41,547	9,847
1969	119,732	36,493	3,897	518	10,182	2,997	9,404	2,803	64,038	19,507	207,253	62,318	15,767	1,010	49	89	223,158	63,328	11,607
1970	171,319	55,698	2,364	126	20,035	9,036	14,674	5,929	87,780	26,142	296,172	96,931	20,840	61	200	384	317,596	97,113	13,779
1971	144,099	47,165	1,304	20	16,708	6,124	14,750	3,923	101,604	38,124	278,465	95,356	27,655	62	272	474	306,866	95,504	11,847
1972	154,261	51,454	822	46	29,595	18,677	14,880	4,924	99,347	31,321	298,905	106,422	33,257	80	155	728	333,045	106,593	15,568
1969 Q1	25,409	7,181	604	102	2,050	200	2,386	103	13,719	3,467	44,168	11,053	3,399	229	7	30	47,604	11,282	3,522
Q2	26,032	7,877	1,684	114	2,370	551	1,829	742	17,151	5,023	49,066	14,307	3,896	385	3	32	52,997	14,692	2,922
Q3	32,038	11,271	814	198	2,148	663	1,148	400	15,214	5,021	51,362	17,553	4,021	266	19	3	55,405	17,819	2,834
Q4	36,253	10,164	795	104	3,614	1,583	4,041	1,558	17,954	5,996	62,657	19,405	4,451	130	20	24	67,152	19,535	2,329
1970 Q1	35,808	11,700	179	79	2,995	1,307	2,770	948	21,338	5,844	63,090	19,878	4,981	10	24	100	68,195	19,955	3,547
Q2	41,078	11,685	291	34	5,026	2,126	3,130	1,178	20,246	6,064	69,773	21,087	4,858	17	22	63	74,716	21,104	2,589
Q3	49,559	16,479	1,641	6	6,237	2,520	3,993	1,829	23,123	6,121	84,553	26,955	5,130	15	53	84	89,820	26,978	3,339
Q4	44,874	15,834	253	7	5,775	3,083	4,781	1,974	23,073	8,113	78,756	29,011	5,871	19	101	137	84,865	29,076	4,304
1971 Q1	33,824	9,248	162	10	3,428	1,380	2,730	377	26,692	9,282	66,836	20,297	6,599	18	150	42	73,627	20,315	3,331
Q2	35,408	11,882	841	10	4,327	1,616	3,475	841	22,838	8,421	66,889	22,770	7,079	15	83	136	74,187	22,823	2,513
Q3	37,400	12,922	151	—	4,897	1,257	4,508	1,123	24,125	9,698	71,081	25,000	7,087	15	13	188	78,369	25,048	3,283
Q4	37,467	13,113	150	—	4,056	1,871	4,037	1,582	27,949	10,723	73,659	27,289	6,890	14	26	108	80,683	27,318	2,720
1972 Q1 r	25,999	7,255	536	—	3,718	1,706	3,639	960	22,223	6,929	56,115	16,850	7,524	14	82	119	63,840	16,880	3,706
Q2 r	39,075	10,799	129	30	3,726	1,792	2,920	762	26,857	10,299	72,707	23,682	8,113	18	42	180	81,042	23,701	3,540
Q3 r	45,396	14,823	109	16	7,995	4,842	2,514	621	27,276	8,240	83,290	28,542	8,378	15	21	213	91,902	28,627	3,602
Q4	43,791	18,577	48	—	14,156	10,337	5,807	2,581	22,991	5,853	86,793	37,348	9,242	33	10	216	96,261	37,385	4,720

r = revised

TABLE 2. DELIVERIES OF ELECTRONIC COMPUTERS (BRITISH MADE)

£ thousand, current prices

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronics Control Equipment		Peripheral Equipment		Total Deliveries of Hardware		Repair and Maintenance		R & D on Customer Account		Total Output		Goods sold to other UK Computer Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hardware	Software	Total	Export	
1966	45,438	15,167	1,393	307	1,598	568	4,160	369	25,839	15,268	78,428	31,679	5,233	313	326	54	84,041	31,992	3,991
1967	62,381	21,416	1,452	293	2,848	838	2,551	333	26,909	12,728	96,141	35,608	7,306	1,070	466	63	103,976	36,700	5,501
1968	77,197	25,803	1,931	233	3,235	1,132	4,868	1,173	27,112	11,614	114,343	39,955	9,755	707	56	242	124,396	40,662	7,582
1969	86,596	36,370	2,575	498	7,918	2,973	9,404	2,803	44,720	19,416	151,213	62,060	12,824	1,010	48	87	164,172	63,070	8,220
1970	123,437	55,519	779	124	18,092	9,010	14,344	5,929	66,898	26,058	223,550	96,640	16,186	61	200	326	240,262	96,822	13,778
1971	101,776	46,857	798	20	12,543	6,052	14,669	3,878	78,242	36,671	208,028	93,478	22,130	62	227	474	230,859	93,626	11,847
1972	109,374	48,214	329	46	25,380	18,638	14,480	4,771	70,176	30,491	219,739	102,160	25,022	80	155	588	245,504	102,331	9,882
1970 Q1	26,539	11,575	144	79	2,706	1,304	2,770	948	16,940	5,818	49,099	19,724	3,720	10	24	90	52,933	19,801	3,546
Q2	28,224	11,643	291	34	4,772	2,123	2,817	1,178	14,956	6,057	51,060	21,035	3,898	17	22	57	55,037	21,052	2,589
Q3	38,495	16,479	141	6	5,490	2,501	3,976	1,829	16,483	6,112	64,585	26,927	3,883	15	53	61	68,582	26,950	3,339
Q4	30,179	15,822	203	5	5,124	3,082	4,781	1,974	18,519	8,071	58,806	28,954	4,685	19	101	118	63,710	29,019	4,304
1971 Q1	24,317	9,248	159	10	2,657	1,370	2,730	377	22,794	9,279	52,657	20,284	5,253	18	135	42	58,087	20,302	3,331
Q2	27,726	11,697	338	10	3,628	1,602	3,475	841	18,485	8,310	53,652	22,460	5,687	15	73	136	59,548	22,513	2,513
Q3	27,331	12,863	151	—	2,941	1,234	4,472	1,123	17,874	8,789	52,769	24,009	5,679	15	3	188	58,639	24,057	3,283
Q4	22,402	13,049	150	—	3,317	1,846	3,992	1,537	19,089	10,293	48,950	26,725	5,511	14	16	108	54,585	26,754	2,720
1972 Q1 r	17,797	6,951	99	—	2,883	1,697	3,581	914	15,429	6,819	39,789	16,381	5,768	14	82	102	45,741	16,411	2,635
Q2 r	26,104	10,357	119	30	2,700	1,772	2,763	722	20,551	9,838	52,237	22,719	6,168	18	42	150	58,597	22,738	2,441
Q3 r	34,770	13,831	90	16	6,697	4,832	2,459	586	19,504	7,986	63,520	27,251	6,494	15	21	175	70,210	27,336	2,987
Q4	30,703	17,075	21	—	13,100	10,337	5,677	2,549	14,692	5,848	64,193	35,809	6,592	33	10	161	70,956	35,846	1,819

p provisional

DELIVERIES OF COMPUTER HARDWARE

£ million current prices

	British made			Factored			All machines		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
1970	126.9	96.6	223.5	72.3	0.3	72.6	199.2	96.9	296.1
1971	114.5	93.5	208.0	68.5	1.9	70.4	183.0	95.4	278.4
1972	117.5	102.2	219.7	74.9	4.3	79.2	192.5	106.4	298.9
Percentage changes									
1970-1971	−10	−3	−7	−5	*	−3	−8	−2	−6
1971-1972	+3	+9	+6	+9	*	+12	+5	+12	+7
Change in £ million, 1971 to 1972	+3.0	+8.7	+11.7	+6.4	+2.4	+8.8	+9.5	+11.0	+20.5

* Omitted owing to low base figure.

Whereas deliveries in 1971 were 6 per cent lower than in the preceding year, with home deliveries suffering more than exports, and British-made machines being affected more than factored ones, in 1972 deliveries went up by 7 per cent.

Despite the marked recovery that occurred during 1972 in deliveries to the home market as well as to exports, the annual results do not wholly reflect the scale of the recent improvement owing to the low levels of deliveries in the first quarter of last year. Home deliveries for the year again did less well than exports, which broke new records, and British-made machines did not fully regain their 1970 level in the home market. This is associated with the general trends in investment and in deliveries of capital goods to UK industry, which had not fully recovered by the end of last year.

Exports

The level of orders for export at the end of 1971 suggested that export deliveries in 1972 would be high, and in practice the year's total at £106 million was the highest ever achieved. It exceeded the 1971 total of £95 million by nearly 12 per cent.

In each of the last four years the proportion of exports to total deliveries has been larger than the year before, and in 1972 it amounted to more than 35 per cent. Since export orders at the end of 1972 were almost 45 per cent of the total, the trend may be expected to continue, although the recovery in investment by UK industry will tend to stimulate the home market.

(continued on next page)

TABLE 3. DELIVERIES OF ELECTRONIC COMPUTERS (FACTORED)

£ thousand, current prices

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries of Hardware		Repair and Maintenance(a)		R & D on Customer Account		Total Output		Goods sold to other UK Computer Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hardware	Software	Total	Export	
1966	33,246	1,405	—	—	375	4	507	8	2,382	484	36,510	1,901	691	—	—	—	37,201	1,901	273
1967	26,390	1,411	95	—	685	—	—	—	3,922	283	31,092	1,694	1,268	—	—	13	32,373	1,694	2,982
1968	36,069	776	29	—	1,997	12	34	—	12,875	97	51,004	885	2,113	—	—	—	53,117	885	2,265
1969	33,136	123	1,322	20	2,264	24	—	—	19,318	91	56,040	258	2,943	—	1	2	58,986	258	3,387
1970	47,882	179	1,585	2	1,943	26	330	—	20,882	84	72,622	291	4,654	—	—	58	77,334	291	1
1971	42,323	308	506	—	4,165	72	81	45	23,362	1,453	70,437	1,878	5,525	—	45	—	76,007	1,878	—
1972	44,887	3,240	493	—	4,215	39	400	153	29,171	830	79,166	4,262	8,235	—	—	140	87,541	4,262	5,686
1970 Q1	9,269	125	35	—	289	3	—	—	4,398	26	13,991	154	1,261	—	—	10	15,262	154	1
Q2	12,854	42	—	—	256	3	313	—	5,290	7	18,713	52	960	—	—	6	19,679	52	—
Q3	11,064	—	1,500	—	747	19	17	—	6,640	9	19,968	28	1,247	—	—	23	21,238	28	—
Q4	14,695	12	50	2	651	1	—	—	4,554	42	19,950	57	1,186	—	—	19	21,155	57	—
1971 Q1	9,507	—	3	—	771	10	—	—	3,898	3	14,179	13	1,346	—	15	—	15,540	13	—
Q2	7,682	185	503	—	699	14	—	—	4,353	111	13,237	310	1,392	—	10	—	14,639	310	—
Q3	10,069	59	—	—	1,956	23	36	—	6,251	909	18,312	991	1,408	—	10	—	19,730	991	—
Q4	15,065	64	—	—	739	25	45	45	8,860	430	24,709	564	1,379	—	10	—	26,098	564	—
1972 Q1 r	8,202	304	437	—	835	9	58	46	6,794	110	16,326	469	1,756	—	—	17	18,099	469	1,071
Q2 r	12,971	442	10	—	1,026	20	157	40	6,306	461	20,470	963	1,945	—	—	30	22,445	963	1,099
Q3 r	10,626	992	19	—	1,298	10	55	35	7,772	254	19,770	1,291	1,884	—	—	38	21,692	1,291	615
Q4	13,088	1,502	27	—	1,056	—	130	32	8,299	5	22,600	1,539	2,650	—	—	55	25,305	1,539	2,901

(a) Work done in UK only
r = revised

TABLE 4. ORDERS ON HAND FOR ELECTRONIC COMPUTERS AND PERIPHERALS

£ million, current prices

	Total			Of UK manufacture			Factored		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1966 December 31st	126.9	97.5	29.4	99.2	71.3	27.9	27.7	26.2	1.5
1967 December 31st	188.3	157.0	31.3	128.1	97.9	30.2	60.2	59.1	1.1
1968 December 31st	241.3	200.9	40.4	150.6	110.2	40.4	90.7	90.7	—
1969 December 31st	294.7	224.7	70.0	185.1	115.4	69.7	109.6	109.3	0.3
1970 December 31st	301.9	212.1	89.8	207.4	117.6	89.8	94.5	94.5	—
1971 March 31st	282.8	193.9	88.9	195.6	107.0	88.6	87.2	86.9	0.3
June 30th	274.9	191.4	83.4	182.0	98.5	83.4	92.9	92.9	—
September 30th	326.0	192.3	133.7	223.7	90.0	133.7	102.3	102.3	—
December 31st	307.7	183.2	124.5	217.2	92.7	124.5	90.5	90.5	—
1972 March 31st r	332.9	189.7	143.2	248.4	105.3	143.1	84.5	84.4	0.1
June 30th r	355.7	197.0	158.7	277.8	119.1	158.7	77.9	77.9	—
September 30th r	356.2	196.2	160.0	273.3	113.3	160.0	82.9	82.9	—
December 31st	364.1	201.2	162.9	267.3	104.4	162.9	96.8	96.8	—

r = revised

TABLE 5. NUMBERS EMPLOYED IN UK ELECTRONIC COMPUTER INDUSTRY

	Total	R & D	Manufacturing	Sales	Other
1966 December 31st	35,800	3,600	15,300	4,700	12,200
1967 December 31st	41,600	4,800	17,000	5,600	14,200
1968 December 31st	45,100	4,900	17,800	5,500	16,900
1969 December 31st	48,800	5,700	19,000	5,800	18,300
1970 December 31st	52,400	6,400	20,300	5,900	19,800
1971 March 31st	51,700	6,500	19,400	5,900	19,900
June 30th	51,800	6,500	20,000	5,800	19,500
September 30th	49,400	7,500	18,700	5,600	17,600
December 31st	47,700	8,700	17,700	5,500	15,800
1972 March 31st r	46,200	8,100	16,900	5,600	15,600
June 30th r	44,700	7,700	15,900	5,600	15,500
September 30th r	44,100	7,400	15,900	5,600	15,200
December 31st	43,400	7,000	15,300	5,600	15,500

COMPUTERS
continued

Size of systems delivered

The digital systems delivered during the year may be analysed thus:

DIGITAL COMPUTER SYSTEMS DELIVERED, YEAR 1972

Size of system	Home		Export	
	No.	Value £'000	No.	Value £'000
Under £5,000	51	180	9	34
£5,000–£19,000	336	3,335	28	262
£20,000–£49,000	165	5,294	165	4,814
£50,000–£119,000	92	6,842	80	5,797
£120,000–£249,000	43	7,606	20	3,586
£250,000–£499,000	43	14,876	5	1,881
£500,000–£999,000	8	5,647	4	2,896
Over £1 million	8	11,062	1	1,006
Unclassified	1,509	47,965	553	31,178
Total	2,255	102,807	865	51,454

The totals above may be reconciled with columns 2 and 3 of Table 1.

Orders on hand

Both total and export orders on hand at December 31, 1972 were at historically high levels, while home orders were at their best since end-1970.

Table 4 shows that total orders at £364 million were £8 million, or 2 per cent, higher than at September 30, 1972, and £56 million, or 18 per cent, higher than at December 31, 1971. Of the latter comparison £18 million of the increase was attributable to home orders, and £38 million to exports.

Net new orders

The rising level of orders on hand during a year in which deliveries resumed their upward course meant that order-taking continued at a high level in 1972. The following table shows that net new orders last year were in general higher than in 1970 and 1971.

NET NEW ORDERS FOR ELECTRONIC COMPUTERS

£ million, current prices

	1970			1971			1972		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
1st quarter	64.2	27.6	91.8	28.4	19.4	47.8	45.7	35.6	81.3
2nd quarter	43.5	35.7	79.2	41.6	17.3	58.9	56.3	39.2	95.5
3rd quarter	39.8	24.0	63.8	47.0	75.3	122.2	54.0	29.8	83.8
4th quarter	39.2	29.2	68.4	37.2	18.1	55.3	54.5	40.2	94.7

Employment

Table 5 shows that the numbers employed at the end of 1972 were 43,400, 9 per cent less than the 47,700 at the end of 1971; most of the decline occurred in the first half of the year. It is significant that the whole fall in employment occurred under the headings of R and D and Manufacturing, the others being comparatively stable.

New Business Monitor

This is the last occasion on which the statistics of the computer industry will appear in this form, since the statistical inquiry on which they were based has now been discontinued. From the third quarter of 1972 a new inquiry into manufacturers' sales of electronic computers (Minimum List Heading 366 of the Standard Industrial Classification) was commenced by the Business Statistics Office. The results will be published in a new quarterly Business Monitor P147, obtainable on subscription from Her Majesty's Stationery Office at 37½p a year.

The metric change

Going Metric is the quarterly bulletin of the Metrication Board. As the metric change is taking place around us *Going Metric* provides information of what is happening in Government, in industry, in education. *Going Metric* is free from the Information Office J, Metrication Board, 22 Kingsway, London WC2B 6LE.

ENERGY TRENDS

A new look at energy statistics

Latest monthly trends

In April coal production amounted to nearly 10.7 million tons. This is equivalent to a seasonally adjusted annual rate of output of 141 million tons: output has been maintained at about this level since mid-1972. Output per manshift at 47 cwt overall was close to recent record levels. Inland coal consumption was 10.2 million tons, equivalent to an annual rate of 132 million tons. It has been running at about this level since the beginning of the year. Coal stocks dipped only slightly during the winter and have been increasing since February. By end-April total stocks amounted to 32.5 million tons and stocks at power stations were equivalent to 9.2 winter weeks' consumption.

In March the annual rate of primary energy consumption (seasonally adjusted and temperature corrected) was 334 mtce (million tons of coal equivalent). This represents a drop on the rates registered during the previous five months but remains 11 per cent above the level of a year before when consumption was recovering from the impact of the miners' strike. Coal consumption was 36 per cent higher than a year before and accounted for 38 per cent of total energy consumption. By contrast oil deliveries for energy uses were 3 per cent less than in March 1972, but this decline largely reflects the exceptionally high level of deliveries of gas/diesel oil and fuel oil to power stations which continued to be made in the aftermath of the miners' strike. Deliveries of oil products for transport uses continued to advance.

During March 920 MW of new electricity generating plant were brought into commission. The total output capacity in the United Kingdom at end March was 64,762 MW. Electricity sent out was up 13 per cent on a year ago but again the increase reflects in part the effects of the coal strike last year.

Despite the industrial dispute in the gas industry in February and March, gas sent out in the first quarter of 1973 was 13 per cent higher than in the equivalent period of 1972, and in March gas sent out was up by 11 per cent on the figure of a year before, of the total sent out over three quarters was natural gas supplied directly to consumers. The remainder was town gas, comprising reformed natural gas and gas derived from coal and oil.

Recent trends in consumption of primary energy in the UK

Preliminary information for the first quarter of 1973 suggests that the seasonally and temperature adjusted annual rate of primary energy consumption fell back only slightly from the peak rate of the last quarter of 1972 to a figure of 340 mtce. The rate of consumption remained high in January and February but dropped sharply in March. This decline may reflect the effect of the dispute in the gas industry, but this is likely to have had little impact on total energy use. The annual rate of increase in energy consumption between the six months ended March 1973 and the preceding six months was about 6 per cent.

The recent figures of quarterly energy consumption contrast with the low levels of energy consumption in 1971 and in early 1972.

INLAND ENERGY CONSUMPTION BY QUARTER

(adjusted for seasonal and temperature deviations) (annual rates mtce)

	Jan.-March	April-June	July-Sept.	Oct.-Dec.
1970	322.9	325.6	329.6	333.1
1971	324.3	323.9	319.9	329.5
1972	308.6	330.7	328.8	341.6
1973	340.3			
% change				
1972 on 1971	−5	+2	+3	+4
1973 on 1972	+10			

After the miners' strike in the first quarter of 1972, energy demand revived rapidly and remained high during the rest of the year, against a background of expanding industrial activity. In the last quarter of 1972 energy consumption was running at a record annual rate, well ahead of the previous peak of October-December 1970. For the year 1972 total inland energy consumption, unadjusted,

amounted to 327.7 mtce on a primary fuel input basis. This is 4.4 mtce (1.4 per cent) higher than consumption in the previous year but was slightly less than the figure for 1970 (328.0 mtce). Oil had already displaced coal as the most important primary fuel in the United Kingdom in 1971. Oil increased its share in 1972 and accounted for nearly half (48 per cent) of total consumption while coal's share dropped to 37 per cent. The share of natural gas grew from 8 per cent in 1971 to 11 per cent while the proportions met by nuclear power and hydro-electricity remained at 3 per cent and 0.6 per cent respectively.

The sharp decline in coal's share reflects the impact of the most important single event influencing energy demand during the year, the miners' dispute. It is estimated that had there been no miners' strike, energy consumption would have reached a record 334 mtce made up as follows:

ESTIMATED STRIKE-ADJUSTED INLAND ENERGY CONSUMPTION IN 1972

	mtce	%
Total	334	100
Coal	131	39
Oil	154	46
Natural gas	37	11
Nuclear	10	3
Hydro	2	1

In the event, however, the dispute cut coal consumption by an estimated 10 million tons. Consumption at power stations was down on the previous year's figure by 6.1 million tons, at coke ovens by 3.0 million tons, by industry by 4.1 million tons, and by domestic consumers by 2.8 million tons.; but not all of this decline was attributable to the strike. Inland oil deliveries in 1972 rose by 6.7 per cent in contrast to the small (0.7 per cent) increase in 1971. A sizeable part of this growth was due to a 20 per cent rise in deliveries of gas/diesel oil (other than derv) with a relatively modest increase in deliveries of the principal oil product, fuel oil, of 5 per cent. Motor spirit deliveries were 6 per cent higher, an increase in line with the average of the last decade. Consumption of natural gas continued to advance during the year; the halfway mark in the programme of converting the nation's 13 million gas consumers to natural gas was passed in July and by the end of the year 7.8 million consumers had been converted.

While the miners' dispute probably reduced total energy consumption in 1972 by about 7 million tons of coal equivalent, low temperatures helped to sustain demand. 1972 was a relatively cool year: the average annual temperature for Great Britain was 9.3°C, the lowest figure since 1965; 0.3° below the long term (1941-70) mean and 0.6°C down on the year before. After adjustment for temperature differences, primary energy consumption in 1972 was 3.2 mtce, or just under 1 per cent, higher than in 1971.

This is the first of a regular monthly series of articles providing information about trends in the energy sector of the UK economy. To be published about the third week in each month, each article will present a commentary and broad coverage of the principal statistics of all forms of energy. The use of *Trade and Industry* as the vehicle for this information will ensure that a number of monthly and quarterly statistical series on energy will now be published much earlier than previously.

The tables in this new series will contain most, if not all, of the information currently issued in the Weekly Statistical Statement on coal and the Monthly Press Notice on electricity. These Press Notices will be discontinued and the statistics hitherto published on a weekly basis will in future appear as monthly series.

For an explanation of the definitions etc. used in the compilation of these UK energy statistics reference should be made to the Digest of United Kingdom Energy Statistics 1972 (HMSO £3.50), or to EcS2 Division of DTI at Thames House South, Millbank, London SW1 (Tel: 222-7000 Ext. 1216).

TABLE 1. INLAND ENERGY CONSUMPTION: PRIMARY FUEL INPUT BASIS

Million tons of coal or coal equivalent

	Total	Coal	Petroleum	Natural gas	Nuclear electricity	Hydro-electricity	Total*	Coal*	Petroleum*	Natural gas	Nuclear electricity	Hydro-electricity
1968	307.0	164.5	125.9	4.3	10.1	2.2	306.4	164.1	125.7	4.3	10.1	2.2
1969	317.7	161.1	135.7	8.4	10.5	2.0	315.1	159.6	134.6	8.4	10.5	2.0
1970	328.0	154.4	145.6	16.0	9.4	2.6	327.9	154.2	145.7	16.0	9.4	2.6
1971	323.3	138.7	147.3	25.8	9.7	1.8	324.4	139.1	148.0	25.8	9.7	1.8
1972	327.7	120.9	157.6	36.7	10.5	2.0	327.6	120.9	157.5	36.7	10.5	2.0
1972 Jan.-Mar.	89.3	29.3	45.6	10.4	3.3	0.7	308.6	101.9	157.9	32.2	11.5	2.1
1973 Jan.-Mar.	98.0	37.0	45.6	11.6	3.1	0.7	340.3	129.2	158.3	36.7	10.9	2.2
Per cent change	+9.7	+26.3	0	+11.5	−6.1	+1.5	+10.3	+26.8	+0.3	+11.4	−5.2	+6.5
1972 March	32.2	10.1	17.3	3.4	1.2	0.2	301.8	95.0	162.5	32.2	11.1	1.6
1973 March	35.4	13.6	16.7	3.8	1.1	0.2	334.3	128.8	157.0	37.2	10.6	2.1
Per cent change	+9.9	+34.7	−3.5	+11.8	−4.2	+23.7	+10.8	+35.6	−3.4	+15.5	−4.5	+28.4

* Also temperature corrected.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.*

Price 63p (*by post* 72½p). Annual Subscription £8.60 including postage, and a copy of the Definitions of items and units employed in the Digest.

Government publications can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers

HMSO BOOKS

INLAND ENERGY CONSUMPTION: Seasonally adjusted annual rates

(Total, coal and petroleum temperature corrected also)

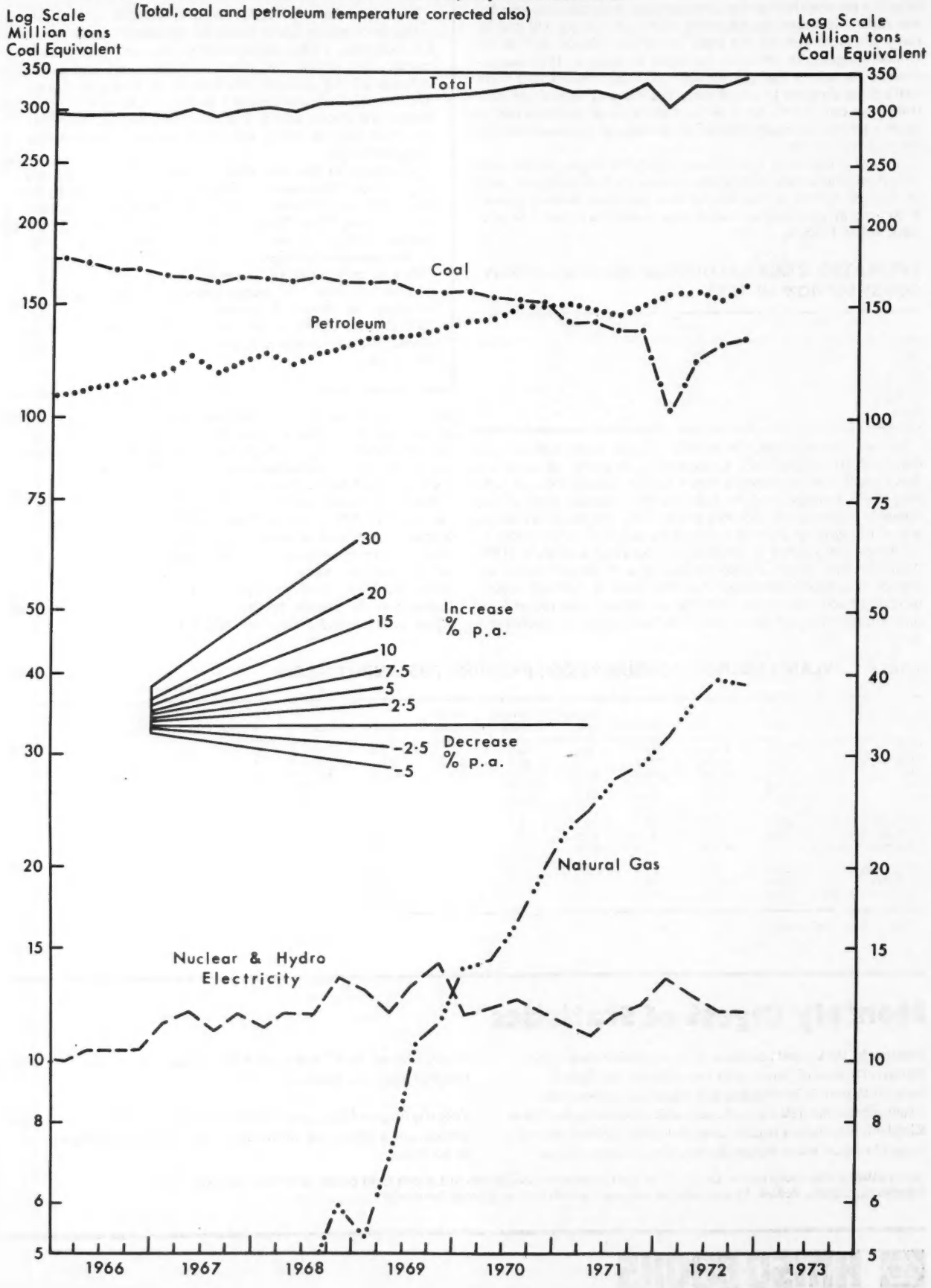


TABLE 2. INLAND ENERGY CONSUMPTION: HEAT SUPPLIED BASIS

Million therms

	Total primary energy	Used by fuel industries and losses in distribution	Final consumption						
			Total	Coal	Other solid fuels	Other coal derived fuels*	Petroleum	Gas†	Electricity
1968	78,816	23,647	55,169	13,613	6,507	732	24,063	4,434	5,820
1969	81,363	24,595	56,768	12,883	6,409	641	25,628	4,962	6,245
1970	83,481	25,541	57,940	11,839	6,008	621	27,198	5,720	6,554
1971	82,521	25,527	56,994	9,867	4,949	542	27,617	7,257	6,762
1972‡	83,610	25,882	57,728	7,910	4,604	482	28,617	9,089	7,026
1971 4th quarter	22,513	7,146	15,367	2,501	1,140	121	7,541	2,228	1,836
1972 1st quarter	22,659	6,878	15,781	1,960	1,058	87	7,930	2,753	1,993
2nd quarter	19,806	6,041	13,765	1,959	1,155	128	6,845	2,033	1,645
3rd quarter‡	17,405	5,403	12,002	1,678	1,163	128	6,037	1,594	1,402
4th quarter‡	23,740	7,560	16,180	2,313	1,228	139	7,805	2,709	1,986

* Coke oven gas, creosote/pitch mixtures and other liquid fuels derived from coal. † Town gas and natural gas supplied direct by the gas industry. ‡ Provisional

TABLE 3. ENERGY CONSUMPTION BY FINAL USERS: HEAT SUPPLIED BASIS

Million therms

					1971				1972			
	1969	1970	1971	1972‡	1st quarter	2nd quarter	3rd quarter	4th quarter	1st quarter	2nd quarter	3rd quarter	4th quarter‡
Iron and steel industry												
Coal	240	210	154	93	53	37	29	35	26	20	18	29
Other solid fuel	3,521	3,485	3,049	2,901	858	764	743	684	567	772	774	788
Other coal derived fuels*	557	553	490	455	134	128	119	109	81	122	121	131
Gas†	174	244	343	384	82	83	98	80	102	98	92	92
Electricity	368	378	349	342	92	87	84	86	88	85	84	85
Petroleum	2,227	2,328	2,185	2,080	622	544	464	555	604	497	428	551
Total	7,087	7,198	6,570	6,255	1,841	1,643	1,537	1,549	1,468	1,594	1,517	1,676
Other industries												
Coal	5,332	4,824	3,908	2,898	1,175	960	790	983	740	709	626	823
Other solid fuel	358	375	267	228	86	71	55	55	46	61	57	64
Other coal derived fuels*	72	62	52	27	14	14	12	12	6	6	7	8
Gas†	873	1,172	2,118	3,211	460	477	500	681	716	783	756	956
Electricity	2,032	2,105	2,154	2,150	565	529	489	571	490	550	510	600
Petroleum	8,386	8,945	8,982	9,283	2,688	1,987	1,657	2,650	2,723	2,150	1,682	2,728
Total	17,053	17,483	17,481	17,797	4,988	4,038	3,503	4,952	4,721	4,259	3,638	5,179
Domestic sector												
Coal	6,141	5,654	4,829	4,090	1,491	1,286	861	1,191	980	1,025	877	1,208
Other solid fuel*	1,682	1,483	1,307	1,187	405	316	251	335	347	271	262	307
Gas†	3,211	3,542	3,930	4,500	1,488	779	453	1,210	1,628	931	601	1,340
Electricity	2,464	2,625	2,763	2,984	934	618	453	758	966	670	501	847
Petroleum	1,222	1,335	1,321	1,528	526	237	138	420	571	292	188	477
Total	14,720	14,639	14,150	14,289	4,844	3,236	2,156	3,914	4,492	3,189	2,429	4,179
Transport sector												
Coal	80	70	52	30	16	14	8	14	6	8	6	10
Other solid fuel	15	14	5	2	2	1	1	1	1	1	—	—
Other coal derived fuels*	12	6	—	—	—	—	—	—	—	—	—	—
Electricity	93	94	94	94	25	22	22	25	25	22	23	24
Petroleum	10,466	11,002	11,483	11,968	2,641	2,934	3,057	2,851	2,732	3,030	3,207	2,999
Total	10,666	11,186	11,634	12,094	2,684	2,971	3,088	2,891	2,764	3,061	3,236	3,033
Other final consumers												
Coal	1,090	1,081	924	799	295	228	123	278	208	197	151	243
Other solid fuel*	833	651	321	286	116	80	60	65	97	50	70	69
Gas†	704	762	866	994	289	189	131	257	307	221	145	321
Electricity	1,288	1,352	1,402	1,456	439	308	259	396	424	318	284	430
Petroleum	3,327	3,588	3,646	3,758	1,308	788	485	1,065	1,300	876	532	1,050
Total	7,242	7,434	7,159	7,293	2,447	1,593	1,058	2,061	2,336	1,662	1,182	2,113

* Coke oven gas, creosote/pitch mixtures and other liquid fuels derived from coal. † Town gas and natural gas supplied direct by the gas industry. ‡ Provisional.

TABLE 4. PRODUCTION AND NET ARRIVALS OF PRINCIPAL FUELS

	Production of principal fuels								Net arrivals			
	Primary fuels				Secondary fuels					Petroleum		
	Coal	Crude petroleum*	Natural gas	Nuclear and hydro-electricity†	Solid fuels	Refined petroleum‡	Gas available	Electricity	Coal	Crude	Refined	Natural gas
	Million tons	Million tons	Million therms	TWh	Million tons	Million tons	Million therms	TWh	Million tons	Million tons	Million tons	Million therms
1968	167.2	0.09	811	30.8	27.2	77.9	4,901	208.0	−2.7	81.8	2.8	396
1969	153.2	0.10	1,938	31.8	25.9	86.2	5,517	221.7	−3.5	91.4	0.6	416
1970	144.8	0.15	4,153	30.0	24.3	95.7	6,350	232.0	−3.1	99.4	−2.7	333
1971	147.0	0.20	6,902	30.3	21.8	99.1	8,080	237.8	1.5	104.5	−3.5	332
1972	119.9	0.32	9,920	32.6	19.1	100.5	10,621	247.5	3.2	102.5	−0.7	381
1972 January	3.4	0.03	973	3.2	1.0	9.2	972	24.1	+0.1	8.6	−0.3	25
February	0.6	0.03	932	3.1	0.5	8.2	1,022	20.5	+0.3	8.4	0.1	31
March	10.9	0.03	916	3.5	1.6	9.0	1,141	25.4	+1.4	10.1	0.1	31
1973 January	10.9	0.04	1,129	3.2	1.6	9.3	1,161	24.7	−0.1	8.6	0.4	38
February	11.8	0.04	1,008	3.3	1.6	7.9	1,119	24.4	−0.1	7.8	0.6	13
March	14.9	..	1,072	3.7	2.0	..	1,264	28.2	−0.1	..	..	6

* Including natural gas liquids. † Also included in secondary electricity. ‡ Including feedstock for further processing at petro-chemical plants.

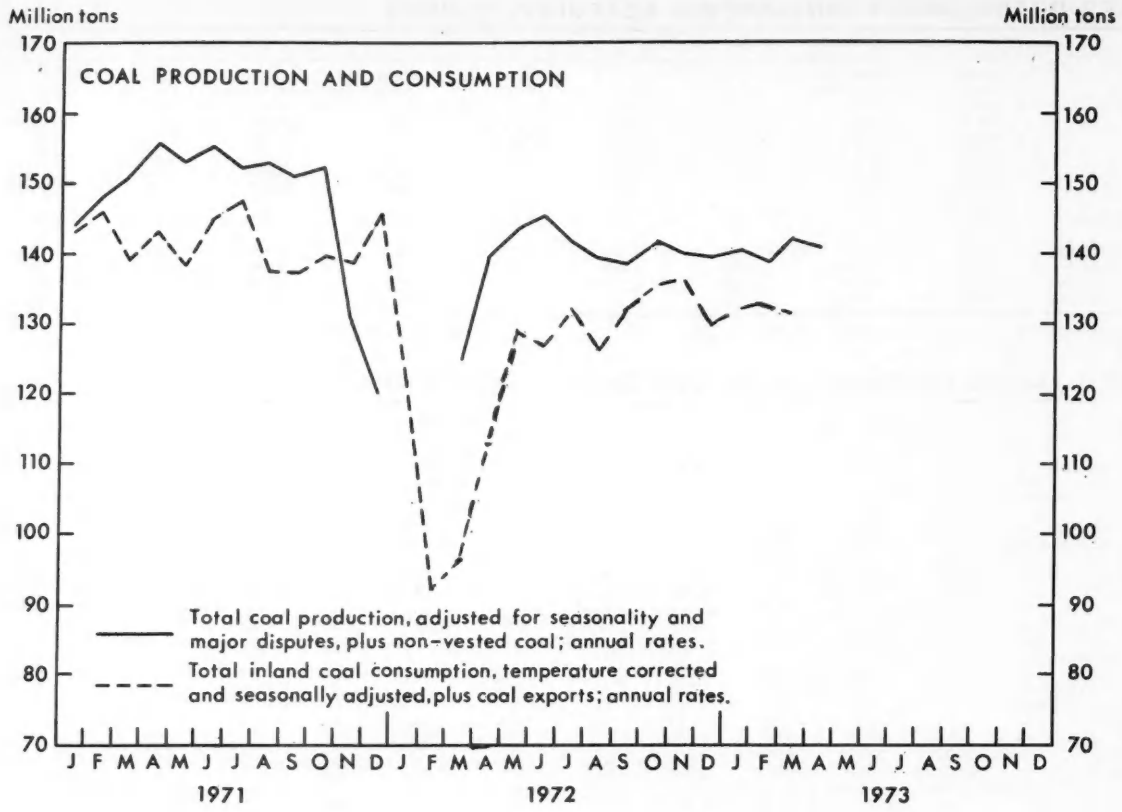

Million tons
Million tons
COAL PRODUCTION AND CONSUMPTION
170
160
150
140
130
120
110
100
90
80
70
Total coal production, adjusted for seasonality and major disputes, plus non-vested coal; annual rates.
Total inland coal consumption, temperature corrected and seasonally adjusted, plus coal exports; annual rates.
J F M A M J J A S O N D J F M A M J J A S O N D J F M A M J J A S O N D
1971
1972
1973

TABLE 5. COAL SUPPLY

Thousand tons

	Total supply	Production				Imports	Tonnage lost (deep-mined)*	
		Total‡		Deep-mined	Opencast		Recognised holidays and rest days	Disputes
		Unadjusted	Seasonally adjusted					
1968	167,235	167,235		157,215	6,864	—	13,277	286
1969	153,234	153,234		144,241	6,320	—	12,137	2,913
1970	144,869	144,791		134,526	7,760	78	11,689	3,103
1971	151,255	147,081		134,322	10,498	4,174	11,045	4,734
1972	124,830	119,911		107,362	10,273	4,919	10,244	22,117
1972 January-April†	28,383	25,362		21,871	2,986	3,021	2,618	20,963
1973 January-April	..	48,223		44,315	3,381	..	1,711	229
Per cent change	..	+90.1		(+)	+13.2	..	−34.6	−98.9
1972 April†	11,430	10,470	10,624	9,642	773	960	914	19
1973 April	..	10,663	10,780	9,849	730	..	975	39
Per cent change	..	+1.8	+1.5	+2.1	−5.6	..	+6.7	(+)

* NCB mines only.
† Because of the coal miners' strike the statistics are incomplete.
‡ Including slurry etc. recovered and disposed of other than by the National Coal Board.

TABLE 6. COLLIERY MANPOWER AND PRODUCTIVITY AT NCB MINES

	Number of wage-earners on colliery books at end of period		Absence percentage			Average output per manshift*		Recruitment	Wastage
	Thousands		Per cent			cwt.			
	Total	Underground	Total	Voluntary	Involuntary	Overall	At the face	Number	
1968	325	257	18.1	4.67	13.4	41.70	129.33	15,262	72,519
1969	300	235	18.3	4.8	13.5	43.45	136.96	23,346	48,295
1970	283	221	19.8	4.5	15.3	44.10	141.80	25,109	41,581
1971	279	218	18.1	4.4	13.7	43.94	143.08	28,010	32,309
1972	266	210	16.6	3.9	12.7	43.37	143.71	13,254	26,113
1972 January-April†	278‡	216‡	16.4	4.1	12.3	37.76	129.68	1,290	6,766
1973 January-April	264†	208‡	19.4	4.4	15.0	47.59	154.28	6,297	10,042
1972 April†	273	214	14.4	3.7	10.7	42.99	138.78	629	1,329
1973 April	262	207	16.7	4.3	12.4	46.99	153.93	1,261	2,900

* Excluding capital working and tip coal.
† Because of the coal miners' strike the statistics are incomplete.
‡ Weekly average.

TABLE 7. CONSUMPTION OF COAL

Thousand tons

	Inland consumption									Colliery disposals to the domestic market†		
	Total	Overseas shipments	Total inland consumption	Collieries	Power stations*	Gas works	Coke ovens	Other conversion industries	Industry	House coal§	Anthracite and dry steam coal	Miscellaneous‡
1968	167,185	2,678	164,507	2,420	73,191	10,646	24,934	3,474	22,585	21,353	1,860	4,044
1969	164,615	3,456	161,159	2,032	75,883	6,867	25,373	3,846	21,367	19,745	1,883	4,163
1970	157,548	3,141	154,407	1,886	76,017	4,212	24,940	4,084	19,304	17,882	1,990	4,092
1971	141,330	2,625	138,705	1,556	71,696	1,826	23,182	4,406	15,581	15,366	1,621	3,471
1972	122,710	1,768	120,942	1,383	65,611	566	20,152	4,475	11,478	12,568	1,757	2,952
1972 Jan.-April	37,971	282	37,689	383	21,710	192	4,993	1,053	3,824	3,838	676	1,020
1973 Jan.-April	48,186	860	47,326	513	27,248	204	7,553	1,647	4,127	4,452	528	1,054
Per cent change	+26.9	(+)	+25.6	+33.9	+25.5	+6.3	+51.3	+56.4	+7.9	+16.0	−21.9	+3.3
1972 April	8,518	55	8,463	129	3,965	44	1,675	407	887	989	113	254
1973 April	10,333	158	10,175	105	5,937	45	1,756	303	955	747	85	242
Per cent change	+21.3	(+)	+20.2	−18.6	+49.7	+2.3	+4.8	−25.6	+7.7	−24.5	−24.8	−4.7

* Public supply electricity and railway and transport power stations.
† Prior to April 1973 the figures relate to merchants' disposals to the domestic market.
‡ Including coal used for transport purposes and shipments to the Channel Islands.
§ Including miners' coal.

TABLE 8. STOCKS OF COAL (a) GREAT BRITAIN

End of period — End of period — Thousand tons

		Distributed						Undistributed		
	Total	Total distributed stocks	Power stations	Gas works	Coke ovens	Industry	Miscellaneous	Total undistributed stocks	Opencast sites and central stocking grounds	Collieries
1968	43,724	15,689	12,490	726	1,107	1,135	231	28,035	4,234	23,801
1969	32,544	14,063	11,018	461	1,231	1,128	225	18,481	3,159	15,322
1970	20,304	13,202	9,575	276	1,434	1,575	342	7,102	1,836	5,266
1971	29,720	19,491	15,712	72	1,777	1,509	421	10,229	3,256	6,973
1972	31,162	20,410	16,790	50	1,890	1,366	314	10,752	3,308	7,444
1972 April	21,035	13,606	10,903	37	1,528	818	320	7,429	2,968	4,461
1973 April	32,487	20,017	16,061	46	2,200	1,430	280	12,470	3,268	9,202
Number of winter weeks' consumption										
1972 April			6.1	..	3.3	3.0				
1973 April			9.2	..	4.9	6.5				

(a) Excluding distributed stocks held in merchants' yards, etc., mainly for the domestic market.

TABLE 9. GAS: SOURCES OF SUPPLY AND SEND OUT BY THE PUBLIC GAS SUPPLY SYSTEM

	Natural gas supply			Fuel used for all purposes		Gas sent out		
	Net total into system	Indigenous	Arrivals	Coal	Oil	Total	Town gas	Natural gas for direct supply
	Million therms			Thousand tons		Million therms		
Great Britain								
1968	1,130	740	390	10,574	5,419	4,806	4,715	91
1969	2,267	1,856	411	6,841	5,474	5,404	4,940	464
1970	4,503	4,175	328	4,264	3,627	6,473	4,892	1,581
1971	7,135	6,810	325	1,695	1,922	7,819	3,893	3,926
1972	10,071	9,775	296	559	1,482	10,577	3,378	7,199
1972 Jan.-March	2,879	2,795	84	140	693	3,119	1,282	1,837
1973 Jan.-March	3,254	3,200	54	158	686	3,523	908	2,615
Per cent change	+13.0	+14.5	−37.7	+12.9	− 1.0	+13.0	−29.2	+42.4
1972 March	1,060	1,025	35	56	204	1,136	436	700
1973 March	1,185	1,180	5	60	203	1,257	298	959
Per cent change	+11.8	+15.1	−85.7	+7.1	− 0.5	+10.7	−31.7	+37.0

ELEPHANTIDE *for all Oil Immersed Electrical Apparatus, such as*
TRANSFORMERS, SWITCHGEAR etc. Also PRESS PAPERS FOR CLOTH FINISHING
B.S. & W. WHITELEY LIMITED
Pool-in-Wharfedale, Yorkshire. Telephone: Arthington 2121. Telex 55103 LONDON OFFICE: 20/23 HOLBORN, LONDON E.C.1. TELEPHONE: CHANCERY 7648

TABLE 10. GENERATION OF ELECTRICITY BY THE PUBLIC ELECTRICITY SUPPLY SYSTEM

	Primary fuel demand						Electricity generated				
								By steam plant			
	Total*	Coal	Oil	Natural gas	Nuclear electricity	Hydro-electricity	Total†	Nuclear	Other	Electricity sent out	Total electricity available
	Million tons of coal or coal equivalent						Million kilowatt hours				
United Kingdom											
1968	95.20	73.58	10.69	—	8.63	1.91	204,477	24,056	176,378	189,241	193,526
1969	100.75	76.05	13.81	0.14	9.01	1.74	218,402	25,271	189,000	201,970	206,295
1970	107.18	76.17	20.81	0.21	7.73	2.26	228,237	21,870	201,180	210,904	215,488
1971	105.85	71.18	24.16	0.95	8.05	1.51	233,544	23,023	205,928	215,941	219,965
1972	109.38	65.30	31.25	2.26	8.89	1.58	242,715	25,280	213,704	225,853	228,997
1972 January-March	31.26	17.11	10.30	0.49	2.78	0.58	68,529	7,783	59,526	63,930	64,859
1973 January-March	33.60	21.25	8.89	0.21	2.68	0.57	77,214	7,689	68,230	72,065	73,190
Per cent change	+7.5	+24.2	−13.7	−56.1	−4.0	− 1.7	+12.7	−1.2	+18.6	+12.7	+12.8
1972 March	11.22	5.22	4.59	0.25	1.00	0.16	24,864	2,766	21,769	23,178	23,568
1973 March	12.19	7.78	3.79	0.05	0.97	0.20	28,166	2,791	24,917	26,245	26,647
Per cent change	+8.7	+49.0	−30.5	−78.6	−3.0	+23.4	+13.3	+1.0	+14.5	+13.2	+13.1
England and Wales											
1968	84.36	67.30	8.86	—	7.73	0.47	182,244	21,549	160,000	168,877	169,884
1969	89.35	69.16	11.61	0.14	8.05	0.39	193,474	22,582	170,159	179,307	180,887
1970	94.47	69.61	17.45	0.21	6.79	0.41	200,421	19,230	180,415	185,505	188,594
1971	93.30	64.95	20.07	0.95	7.19	0.14	205,990	20,500	184,335	190,786	192,873
1972	95.63	58.24	26.74	2.26	8.08	0.31	212,880	22,986	188,028	198,953	200,004
1972 January-March	27.22	15.07	9.02	0.49	2.51	0.13	59,750	7,024	52,109	55,480	56,348
1973 January-March	29.04	18.73	7.59	0.21	2.46	0.05	67,175	7,039	59,762	62,486	63,814
Per cent change	+6.7	+24.3	−15.8	−57.1	−2.0	−61.3	+12.4	+2.0	+14.7	+12.6	+13.3
1972 March	9.71	4.41	4.10	0.25	0.90	0.05	21,563	2,483	18,842	20,030	20,419
1973 March	10.53	6.85	2.73	0.05	0.88	0.02	24,505	2,526	21,837	22,822	23,290
Per cent change	+9.0	+55.3	−33.4	−88.3	−2.2	−66.0	+13.6	+1.7	+15.6	+13.9	+14.1

* Including coke.
† Including generation by oil-engine and hydro-electric plant.

TABLE 11. PLANT CAPACITY OF THE PUBLIC ELECTRICITY SUPPLY INDUSTRY

Megawatts

	United Kingdom			England and Wales		
	Output capacity			Output capacity		
	At end of period	New plant brought into commission during period*	Maximum load during period	At end of period	New plant brought into commission during period*	Maximum load during period
1968	51,029	4,173	42,884	44,372	3,439	37,735
1969	52,735	2,777	43,885	46,035	2,661	38,156
1970	57,237	5,791	44,161	49,335	4,511	38,651
1971	61,972	5,178	44,867	53,559	4,592	39,066
1972	65,067	3,618	45,897	56,055	3,029	39,927
1972 March	62,736	1,094	39,332	54,322	1,094	34,304
1973 March	64,762	920	43,268	56,427	920	37,555

* Including revisions to interim ratings.

TABLE 12. ELECTRICITY GENERATED OUTSIDE THE PUBLIC ELECTRICITY SUPPLY SYSTEM

GWh

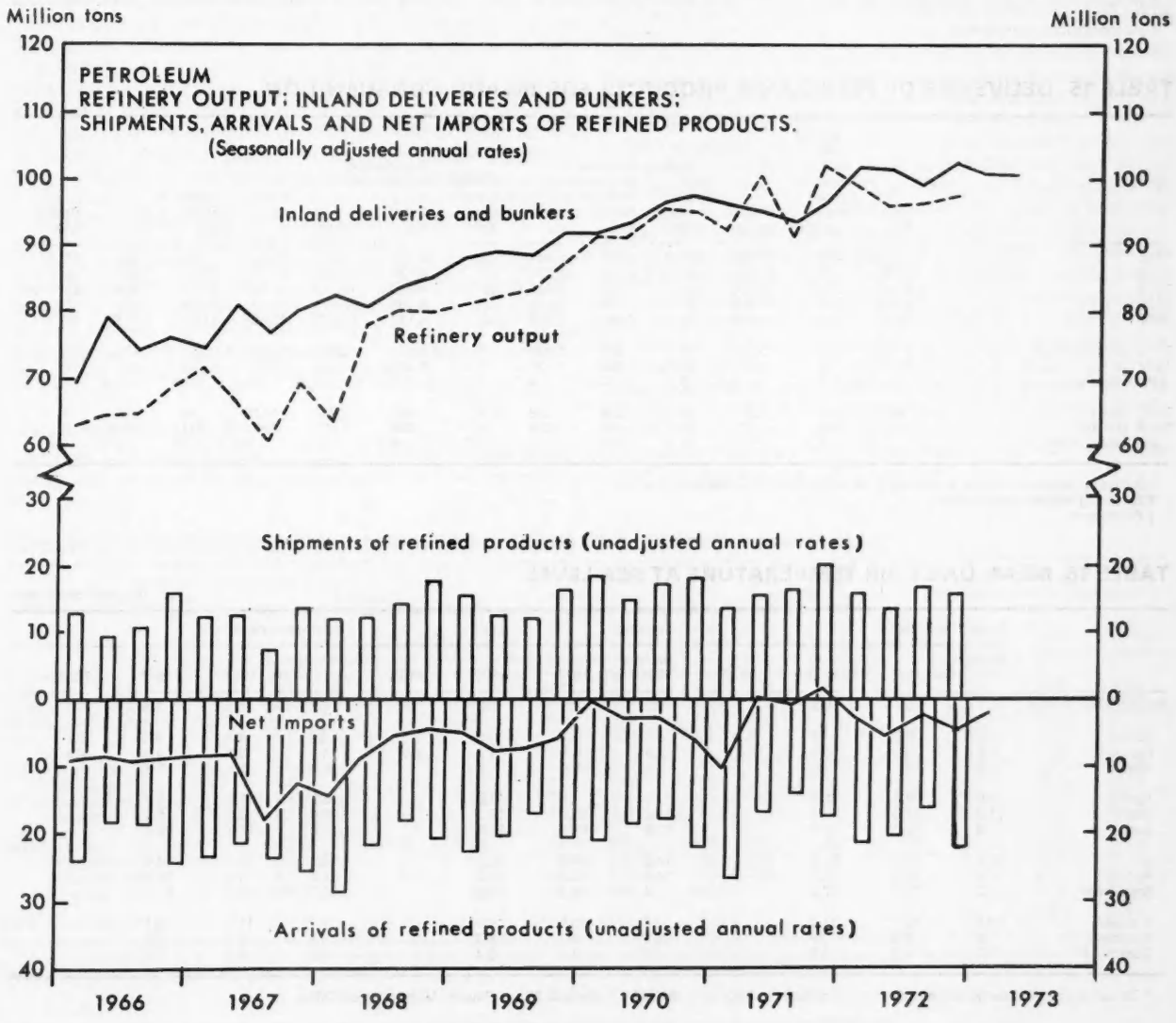
	Iron and steel (1)	Engineering and other metal trades (2)	Food, drink and tobacco (3)	Coal mining (4)	Chemical and allied trades		Textiles, leather and clothing (7)	Paper, printing and stationery (8)	Other industries (including gas and water-works) (9)	Total industry (10)	Transport under-takings (11)	Total (12)
					Nuclear power stations (5)	Other* (6)						
1968	2,779	1,412	376	623	3,655	5,753	568	2,857	598	18,621	625	19,246
1969	2,835	1,328	383	585	3,854	6,769	545	2,970	643	19,912	685	20,597
1970	2,700	1,508	375	478	4,142	6,846	564	2,965	637	20,215	664	20,879
1971	2,888	1,344	410	411	4,339	6,987	535	2,671	629	20,214	677	20,891
1972	2,587	1,320	409	420	4,098	7,408	458	2,786	679	20,165	689	20,854
1972 1st quarter	743	319	140	105	1,255	1,925	105	710	188	5,490	178	5,668
2nd quarter	618	318	53	105	907	1,916	119	679	160	4,875	167	5,042
3rd quarter	550	332	45	105	950	1,766	112	633	149	4,642	163	4,805
4th quarter	676	351	171	105	986	1,801	122	764	182	5,158	181	5,339
1973 1st quarter	742	624	108	105	1,157	2,060	133	773	203	5,905	194	6,099

* Including production by the mineral oil refining industry.

TABLE 13. SALES OF GAS AND ELECTRICITY BY THE PUBLIC SUPPLY SYSTEMS

	Gas					Electricity				
	Total	Iron and steel industry	Other industries	Domestic	Other	Total	Iron and steel industry	Other industries	Domestic	Other
	Million therms					GWh				
1968	4,443	140	820	2,829	654	177,096	11,000	62,826	66,655	36,615
1969	5,000	174	911	3,211	704	188,834	11,693	65,742	72,185	39,214
1970	5,780	244	1,232	3,542	762	197,751	12,004	67,489	77,213	41,045
1971	7,520	343	2,381	3,930	866	203,433	10,837	69,371	80,674	42,551
1972*	9,787	437	3,845	4,509	996	210,470	10,774	69,117	86,723	43,856
1971 4th quarter	2,284	80	737	1,210	257	55,206	2,704	18,380	22,115	12,007
1972 1st quarter	2,883	102	853	1,623	305	59,535	2,766	15,970	28,068	12,731
2nd quarter	2,223	98	968	935	222	49,385	2,682	17,630	19,468	9,605
3rd quarter	1,738	92	897	603	146	42,124	2,620	16,330	14,567	8,607
4th quarter*	2,943	145	1,127	1,348	323	59,426	2,706	19,187	24,620	12,913
Per cent change 4th quarter 1972 on 1971	+29.3	+81.3	+52.9	+11.4	+25.7	+7.6	0	+4.3	+11.3	+7.5

* Provisional.



Government Publications in the Midlands

from

Her Majesty's Stationery Office, 258/259 Broad Street, Birmingham, 1

TABLE 14. REFINERY THROUGHPUT AND OUTPUT OF FINISHED PETROLEUM PRODUCTS

Thousand tons

	Throughput of crude, process and shale oils	Refinery fuel	Total output of finished products*	Gases		Aviation spirit and aviation wide-cut gasoline	Motor spirit	Industrial and white spirits	Kerosine		Gas/diesel oil	Fuel oil	Lubricating oils	Bitumen
				Butane and propane	Other petroleum				Burning oil†	Vaporising oil				
1968	81,787	5,073	75,832	1,022	586	430	9,379	247	4,583	69	16,874	33,718	1,019	1,726
1969	90,251	5,547	83,743	1,129	507	312	10,065	195	5,310	56	19,170	37,661	1,183	1,695
1970	100,301	5,933	93,200	1,163	364	287	11,167	186	5,724	36	22,159	42,181	1,303	1,886
1971	103,678	6,086	96,693	1,217	280	180	12,324	129	6,108	40	24,068	42,491	1,407	2,061
1972	105,290	6,319	97,797	1,440	363	416	13,417	123	6,689	31	25,133	40,355	1,312	1,972
1972 January-February	18,024	1,055	16,822	268	81	57	2,118	21	1,148	8	4,330	7,267	209	188
1973 January-February	17,973	1,082	16,698	268	84	32	2,316	21	1,202	4	4,192	6,848	230	295
Per cent change	−0.3	+2.5	−0.3	—	+4.2	−43.3	+9.3	−1.3	+4.7	−52.0	−3.2	−5.8	+9.6	+56.9
1972 February	8,525	504	7,944	135	39	28	1,009	13	578	6	2,051	3,352	102	116
1973 February	8,234	510	7,684	124	40	12	1,030	10	540	4	1,966	3,157	108	148
Per cent change	+3.5	+1.2	−3.3	−7.5	+3.6	−55.9	+2.1	−22.0	−6.6	−31.7	−4.5	−5.8	+5.2	+28.2

* Including output of products not shown separately namely naphtha (light distillate feedstock) and other feedstock, waxes and miscellaneous production; refinery losses have been excluded.
† Including aviation turbine fuel.

TABLE 15. DELIVERIES OF PETROLEUM PRODUCTS FOR INLAND CONSUMPTION

	Total *	Aviation spirit and aviation wide-cut gasoline	Motor spirit	Industrial and white spirits	Kerosine			Gas/diesel oil		Fuel oil †	Lubricating oils	Bitumen	Paraffin wax
					Aviation turbine fuel	Burning oil	Vaporising oil	Derv fuel	Other				
1968	77,746	445	12,808	361	2,721	1,967	74	4,577	9,025	30,611	1,134	1,828	55
1969	83,779	377	13,231	241	2,921	2,208	64	4,791	10,349	33,393	1,208	1,812	58
1970	89,404	224	14 010	181	3,202	2,442	53	4,955	11,918	37,975	1,157	2,036	56
1971	90,073	145	14,727	183	3,690	2,525	47	5,104	12,370	38,772	1,129	2,173	61
1972	96,157	139	15,648	211	3,867	2,882	40	5,172	14,874	40,654	1,095	2,169	65
1972 January-March	27,579	28	3,531	51	286	1,080	8	1,257	5,088	12,335	264	448	15
1973 January-March‡	27,507	31	3,851	55	880	1,131	7	1,345	4,845	11,994	286	520	17
Per cent change	−0.3	+8.4	+9.1	+6.1	+12.0	+4.7	−9.0	+7.0	−4.8	−2.8	+8.6	+15.9	+7.7
1972 March	9,651	12	1,293	20	290	289	4	443	1,941	4,155	95	200	6
1973 March‡	9,231	12	1,417	18	332	342	4	484	1,607	3,872	102	204	6
Per cent change	−4.3	+8.2	+9.6	−6.8	+14.7	+8.3	+1.1	+9.3	−17.2	−6.8	+7.0	+2.0	−0.4

* Including products not shown separately. Excluding fuel consumed by refineries.
† Excluding refinery consumption.
‡ Provisional.

TABLE 16. MEAN DAILY AIR TEMPERATURE AT SEA LEVEL

Degrees centigrade*

	England and Wales				Scotland				Northern Ireland			
	Average 1931-1960	1971	1972	1973	Average 1931-1960	1971	1972	1973	Average 1931-1960	1971	1972	1973
Annual mean or total	10.2	10.4	9.8		8.7	9.1	8.5		9.2	9.5	8.6	
January	4.3	5.2	4.5	5.2	3.5	4.8	4.1	5.2	3.8	4.8	3.4	5.3
February	4.5	5.4	5.0	5.0	3.9	5.3	4.3	4.0	4.3	5.4	4.3	4.3
March	6.4	5.7	7.0		5.4	5.4	5.7		6.0	5.5	5.3	
April	8.8	8.1	8.8		7.5	7.4	7.8		8.0	7.5	8.0	
May	11.7	12.0	11.1		10.2	10.9	10.2		10.6	10.5	9.5	
June	14.8	13.0	12.4		12.9	11.4	11.3		13.5	11.9	10.7	
July	16.4	17.0	15.7		14.6	14.6	14.2		14.9	15.2	14.6	
August	16.4	16.2	15.6		14.3	13.9	13.3		14.7	14.3	13.3	
September	14.3	14.8	12.4		12.4	13.2	11.0		12.7	13.4	11.2	
October	10.8	12.1	11.2		9.4	10.5	10.1		9.7	11.2	10.1	
November	7.5	6.8	6.9		6.3	5.7	5.3		6.6	6.7	5.6	
December	5.6	7.3	6.6		4.7	7.1	5.4		4.8	6.5	5.5	

* To convert degrees centigrade into degrees Fahrenheit: multiply by 9, divide by 5, and add 32. Source: Meteorological Office

Catalogues of Government Publications

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E22, Atlantic House, Holborn Viaduct, London EC1P 1BN, asking for the CATALOGUE SERVICE LEAFLET.

COMPANIES

Acquisitions and mergers in first quarter of 1973

THIS note sets out the latest statistics of industrial and commercial companies' acquisitions and mergers, giving details up to and including the first quarter of 1973. The figures in Tables 1 and 2 are taken from a detailed analysis of companies' acquisitions published this month in a Business Monitor, M7, Acquisitions and Mergers of Companies (obtained from HMSO quarterly for an annual subscription of 37½p). The Business Monitor also contains tables analysing acquisitions and mergers by industry.

The number of companies acquired continued to increase in the first quarter of 1973 with 362 acquisitions reported in the financial press compared with a quarterly average of 303 in 1972. However, the average consideration was markedly lower than the high levels recorded in 1972, and the total value of acquisitions in the quarter was £324 million compared with a quarterly average of £627 million in 1972.

The main reason for this decrease was that there were no really large acquisitions in the first quarter, whereas in 1972 there were nine acquisitions involving an expenditure of more than £50 million each. Table 2 shows that while the number of acquisitions involving expenditure of more than £5 million was very similar to the quarterly average number in 1972, the average payment was considerably lower. On the other hand more smaller companies were purchased than last year, at a similar average value.

The purchase of independent companies continues to account for about three-quarters of all acquisitions. There was again a moderate increase in the sales of subsidiary companies.

The proportion of the consideration paid in cash was markedly higher in the first quarter than in 1972; 37 per cent compared with 18 per cent. Issues of ordinary shares, while still the most important form of payment, fell to 49 per cent from 58 per cent. Issues of fixed interest securities also accounted for a smaller proportion; 14 per cent compared with 24 per cent in 1972.

Notes and definitions

This analysis of acquisitions and mergers involving industrial and commercial companies in the United Kingdom is based on reports in the financial press supplemented by special inquiries to companies to determine the form, value and timing of particular acquisitions.

Acquisitions and mergers involving financial companies (insurance, banking, etc.) are not covered in this note, although the Bank of England prepares an analysis of such acquisitions which is published in the *Bank of England Quarterly Bulletin.*

The values shown relate in general to expenditure during the current period, excluding any previous investments in the company acquired. Where possible, values are market values, ie the cash paid or the market price at date of issue of shares or loan stock issued. Where market values are not available (as in the case of shares, etc., issued by non-quoted companies) or the cash consideration is not disclosed, acquisitions are in general valued at the net book value of the acquired company.

No method of valuing acquisitions is altogether free from objection and in comparing this series over time one must allow, in addition to the general upward inflation of values, for the considerable short-term fluctuations in share prices which will be reflected in a series where a considerable proportion of expenditure takes the form of share exchanges which are valued at market prices. For example, industrial share prices as measured by the *Financial Times* actuaries index fell by over a tenth between 1969 and 1970, rose by 18 per cent between 1970 and 1971, with a further 27 per cent increase in 1972.

Where the acquired company was a subsidiary of another United Kingdom company, it was classified to the category of inter-group sales. Acquisitions between subsidiaries of the same company group, arising from internal reorganisation, have been ignored.

Each acquiring company is allotted to an industry group corresponding generally to an Order of the Standard Industrial Classification, 1968. Industrial holding companies which cannot be reasonably classified to any of the groups distinguished, and companies trading wholly overseas are treated as separate groups. Where a company has substantial overseas interests, it is classified as far as possible on the basis of its predominant activity within the United Kingdom. The choice between classifying a company to its main activity (which may be less than half its total activity) and classifying it as an industrial holding company is sometimes a fairly arbitrary one.

As far as possible, acquisitions are recorded at the date when the transaction is finalised (eg when a bid is declared unconditional). This date may be considerably later than the date when a bid is first announced in the press though preceding the date when the shares in the acquired company are surrendered.

TABLE 1. ACQUISITIONS AND MERGERS WITHIN THE UNITED KINGDOM

	Acquisitions of independent companies			Mergers†			Total			Sales of subsidiaries between company groups			Total number of acquisitions		
	No.	No.	Value	No.	No.	Value	No.	No.	Value	No.	No.	Value	No.	No.	Value
	Acquiring	Acquired	£ million	Acquiring	Acquired	£ million	Acquiring	Acquired	£ million	Acquiring	Acquired	£ million	Acquiring	Acquired	£ million
1969	593	742	961.6	2	2	7.6	595	744	969.2	91	102	99.7	686	846	1,068.9
1970	484	608	954.1	6	6	42.5	490	614	996.6	139	179	125.9	629	793	1,122.5
1971	498	620	745.6	—	—	—	498	620	745.6	189	264	165.5	687	884	911.1
1972	710	931	2,336.9	6	7	9.3	716	938	2,346.2	212	272	185.4	928	1,210	2,531.6
1971 1st quarter	89	110	62.1	—	—	—	89	110	62.1	43	49	27.7	132	159	89.8
2nd quarter	121	148	142.5	—	—	—	121	148	142.5	53	71	44.7	174	219	187.2
3rd quarter	129	156	255.7	—	—	—	129	156	255.7	40	69	31.9	169	225	287.6
4th quarter	159	206	285.3	—	—	—	159	206	285.3	53	75	61.2	212	281	346.5
1972 1st quarter	156	207	426.0	2	2	0.1	158	209	426.1	53	69	39.6	211	278	465.7
2nd quarter	192	260	375.2	3	3	1.5	195	263	376.7	52	63	44.8	247	326	421.5
3rd quarter	166	220	666.2	1	2	7.7	167	222	673.9	50	63	52.2	217	285	726.1
4th quarter	196	244	869.5	—	—	—	196	244	869.5	57	77	48.8	253	321	918.3
1973 1st quarter	195	278	280.4	—	—	—	195	278	280.4	63	84	43.3	258	362	323.7

†A merger is reckoned as the acquisition of the smaller company by the larger company involved in the transaction and valued at the market value of the smaller company's share of the newly formed company.

TABLE 2. SIZE DISTRIBUTION OF ACQUISITIONS WITHIN THE UNITED KINGDOM

	1971		1972		1972 Q3		1972 Q4		1973 Q1	
Expenditure (£ million)	Number	£m.	Number	£m.	Number	£m.	Number	£m.	Number	£m.
over 5	40	511.5	70	1,927.0	15	576.4	20	771.5	18	186.5
over 2 and up to 5	51	158.7	77	239.8	23	68.0	17	50.5	10	30.4
2 or less	793	240.9	1,063	364.9	247	81.7	284	96.4	334	106.8
Total	884	911.1	1,210	2,531.7	285	726.1	321	918.4	362	323.7

Materials price index eased back in April

THERE was a small reduction of ½ per cent in April in the provisional price index for basic materials and fuel purchased by manufacturing industry, after the sustained rise amounting to 20 per cent during the preceding six months. A substantial reduction in prices of wool was partly offset by increases in prices of copper and of food materials.

The provisional price index for home sales of manufactured products other than food, drink and tobacco rose a little over ¼ per cent in April, the same as the monthly increase during the first quarter of the year. Prices of manufactured foods rose ½ per cent, the smallest increase since September.

The wholesale price index numbers are compiled exclusive of value added tax and (before its abolition) of purchase tax. The taxation changes that took place from April 1 will affect index numbers in which products attracting revenue duties (alcoholic liquor, tobacco and cigarettes, matches, and mechanical lighters) are substantial components. Reductions in the price indices for these products in April resulted from lower revenue duties designed to offset additional tax revenue from VAT, and the symbol of a vertical line between March and April draws attention in the tables to index numbers affected by over 0.05 points. One index substantially affected was that for home sales of all manufactured products which fell 1½ per cent, but with unchanged prices for the products attracting revenue duties it would have risen a little over ¼ per cent.

CHART I

Materials and fuel purchased by broad sectors of industry (Table 1)

The provisional index for the textile industries fell 7½ per cent in April because of the sharp fall in wool prices but index numbers for other sectors continued to rise. Increases of 2½ per cent in the index for electrical engineering and 1½ per cent in electrical machinery mainly reflected further increases in prices of copper and brass products. The index for the food manufacturing industries rose 1½ per cent owing to higher prices for fish, pigs and cocoa, while an increase of 1 per cent in the index for the steel industries reflected higher iron ore prices. Increases in other manufacturing sectors were under ¾ per cent in April, but prices of construction materials continued to rise at their recent monthly rate of about 1 per cent.

TABLE 1. PRICE INDEX NUMBERS OF MATERIALS PURCHASED 1963 = 100

1968 SIC		1972				1973	1972					1973			
		1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr. p	Apr.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar. p	Apr. p
	Materials and fuel purchased by manufacturing industry														
Orders III to XIX	Basic materials and fuel purchased by manufacturing industry:	135.0	136.1	139.4	148.4	164.6	136.0	141.2	144.8	147.5	152.9	158.7	165.0	169.9	169.0
	Basic materials	133.6	134.0	137.8	148.3	167.1	133.9	139.9	144.1	147.2	153.5	160.3	167.7	173.4	172.3
	†Fuel	143.7	149.2	149.2	149.2	149.2	149.2	149.2	149.2	149.2	149.2	149.2	149.2	149.2	149.2
Orders IV to XIX	Basic materials and fuel purchased by manufacturing industry, other than food, drink and tobacco manufacturing industries	137.1	139.3	143.4	152.0	166.4	139.6	146.0	150.0	151.8	154.3	160.3	165.8	173.2	170.8
	Basic materials other than fuel	135.6	137.0	142.0	152.7	170.4	137.4	145.2	150.3	152.4	155.5	162.9	169.7	178.8	175.8
	Materials and fuels purchased by Selected Broad Sectors of Industry														
211 to 229	Food manufacturing industries	133.1	132.4	134.1	143.0	161.0	131.3	134.5	136.9	141.0	151.1	155.6	163.5	164.0	166.1
Order V	Chemicals and allied industries	134.6	136.3	138.7	142.1	146.9	136.0	139.7	140.7	142.1	143.4	145.2	146.8	148.8	149.4
311 to 312	Steel industries	141.0	144.6	146.0	148.1	149.1	144.4	146.5	147.3	148.3	148.6	148.8	148.9	149.6	151.3
Order VII (excluding MLH 342)	Mechanical engineering industries	148.3	152.2	153.6	155.3	158.5	151.8	154.0	154.5	155.5	155.9	157.0	158.2	160.3	161.0
Order IX	Electrical engineering industries	152.5	155.1	157.0	159.6	169.1	155.7	158.1	158.5	159.7	160.6	164.0	167.4	175.9	180.1
361	Electrical machinery industry	153.8	156.9	158.6	160.3	165.3	156.9	159.3	159.6	160.5	160.8	162.5	164.4	168.8	171.4
Order XIII	Textile industries	115.7	119.5	126.2	147.2	177.2	118.5	131.2	145.2	145.6	150.8	164.2	174.2	193.1	178.5
Order XV	Clothing and footwear industries	131.1	137.4	142.9	152.0	157.7	136.2	144.8	149.3	153.1	153.6	155.3	157.5	160.4	161.3
Order XVII	Timber industries	147.0	149.5	155.2	162.1	173.0	148.6	157.7	159.8	162.6	163.8	169.2	173.0	176.7	178.0
481 to 484	Paper industries	139.8	141.2	145.5	149.6	153.7	140.7	145.9	147.8	150.4	150.6	154.5	153.3	153.3	153.6
Order XX	Construction materials	146.5	149.3	153.1	157.9	162.0	148.3	154.4	156.0	158.6	159.2	160.7	161.9	163.5	165.7
Part of Order XX	House building materials	148.4	151.1	155.7	162.0	167.3	150.2	157.5	159.6	162.9	163.6	165.6	167.3	169.0	171.1

† Coal (except for carbonising), gas and electricity. Crude oil and coal for carbonising are included in basic materials.

CHART 2

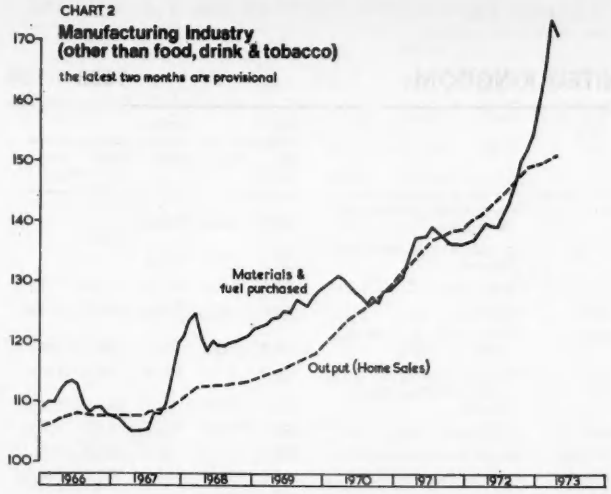
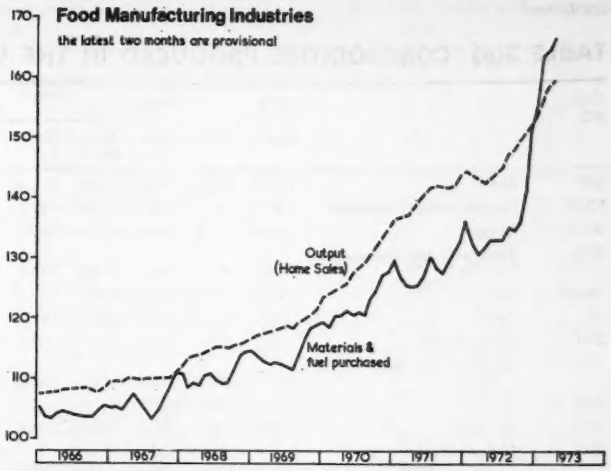


CHART 3



Output of broad sectors of industry: home sales (Table 2)

The fast rate of increase in the index for the food manufacturing and textiles industries slowed in April, to ½ per cent for foods and ¾ per cent for textiles; in these sectors prices have risen 6 per cent since November. The index for clothing and footwear continued to rise relatively quickly, with the month's increase of ½ per cent bringing the change since November to 2 per cent. There was a substantial rise of 2½ per cent in the index for timber industries in April. Index numbers for other sectors rose slightly or were unchanged in April and have risen under 1 per cent since November, except for the index for the paper industries (1½ per cent).

TABLE 2. PRICE INDEX NUMBERS OF OUTPUT

1963 = 100

1968 SIC		1972				1973	1972					1973			
		1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr. p	Apr.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar. p	Apr. p
Orders III to XIX	Output of Manufactured Products														
	Total sales	143.8	145.5	148.1	151.1	153.2	144.8	149.2	150.2	151.2	151.8	152.5	153.3	153.9†	152.4
	Home sales	141.6	143.4	146.0	149.1	151.1	142.6	147.0	148.2	149.3	149.7	150.3	151.1	151.7†	149.5
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco manufacturing industries:														
	Total sales	143.7	145.9	148.7	151.7	153.4	145.2	149.7	150.8	151.9	152.5	152.9	153.4	153.9†	154.4
	Home sales	140.2	142.7	145.4	148.6	150.0	141.9	146.3	147.7	149.0	149.2	149.6	150.0	150.5†	151.0
211 to 229	Output of Selected Broad Sectors of Industry Products of the Food manufacturing industries:														
	Home sales	143.7	143.1	146.5	150.4	156.3	142.3	147.8	149.2	150.3	151.7	153.9	156.8	158.3	159.1
Order V	Chemicals and allied industries:														
	Total sales	127.3	128.0	129.9	131.9	133.5	127.6	130.7	131.2	131.5	133.1	133.2	133.5	133.6†	133.5
	Home sales	124.0	125.1	126.8	129.4	130.0	125.1	127.5	129.0	129.4	129.7	129.8	130.0	130.2†	130.2
311 and 312	Steel industries:														
	Total sales	143.0	148.1	148.0	149.8	151.4	148.5	148.2	148.6	150.2	150.5	150.9	151.6	151.6	151.6
	Home sales	143.9	150.4	150.7	151.0	151.2	150.1	150.7	150.7	151.1	151.1	151.1	151.3	151.3	151.3
Orders VII to XII	Engineering and allied industries:														
	Total sales	148.3	150.7	153.4	155.7	156.7	149.8	154.2	154.9	155.8	156.3	156.3	156.7	157.2†	157.4
	Home sales	143.4	145.9	148.3	151.0	152.1	144.8	149.0	150.1	151.4	151.5	151.8	152.0	152.4†	152.6
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	149.5	152.0	154.4	157.0	157.8	151.1	155.2	156.2	157.3	157.6	157.7	157.8	157.9	158.3
Order IX	Electrical engineering:														
	Home sales	138.3	139.9	141.3	142.6	143.2	139.4	142.0	142.5	142.6	142.6	142.9	143.1	143.7	143.7
Order XIII	Textile industries:														
	Total sales	125.7	128.8	131.9	138.6	143.8	128.0	133.3	136.6	139.2	139.9	142.4	143.4	145.7	146.8
	Home sales	124.9	128.0	131.6	138.3	143.8	127.0	133.0	136.3	139.0	139.5	141.7	143.7	146.0	147.1
Order XV	Clothing and footwear: Home sales	126.5	128.3	130.6	133.9	135.4	127.8	131.6	133.0	134.0	134.5	134.9	135.4	136.0	136.8
Order XVII	Timber industries: Home sales	149.9	151.9	155.6	162.9	164.4	151.4	157.0	161.3	163.7	163.8	164.0	164.1	165.0	169.2
481 to 484	Paper industries: Home sales	143.8	146.5	149.6	152.3	153.7	145.9	150.9	151.9	152.5	152.5	153.0	153.8	154.3	154.7
Order XX	New construction‡	149	155	160	173 p				160		173 p				

‡ Index of building costs relate to average for the quarter.

† Reductions in the VAT-exclusive prices of alcoholic liquor, tobacco and cigarettes, matches and mechanical lighters took place in April. These reductions resulted from lower revenue duties designed to offset additional tax revenue from VAT. With unchanged prices in April for these products, index numbers for months from April onwards would have been higher by the following:

All Manufactured products—total sales: 2.1 points
All Manufactured products—home sales: 2.7 points
Chemical and Allied industries—total sales: 0.2 points
Chemical and Allied industries—home sales 0.2 points
Other index numbers marked †—less than 0.05 points

(continued on next page)

WHOLESALE PRICE INDEX NUMBERS
continued

TABLE 3(a). COMMODITIES PRODUCED IN THE UNITED KINGDOM 1963 = 100

1968 SIC		1972 Apr.	1972 Oct.	1973 Feb.	1973 Mar. p	1973 Apr. p
101	Coal	172.3	172.0	172.0	172.0	172.0
102/1	Coated limestone roadstone	130.3	141.8	141.8	141.8	141.8
102/2	Slates	160.9	160.9	160.9	160.9	160.9
103	Sand and Gravel—ex-pit or works	143.1	144.6	144.6	144.6	144.6
109/3	Salt	117.4	122.4	122.4	122.4	117.4
211	Flour	130.1	148.5	151.0	151.0	151.0
216	Sugar refined	113.3	106.3	107.4	113.9	113.9
217	Chocolate and sugar confectionery	154.4	156.3	156.6	155.6	155.8
231	Beer	159.3	163.2	162.8	162.8	..
240	Tobacco	139.9	142.0	142.0	142.0‖	126.4
262	Motor spirit, Two star (including duty)	155.1	159.3	159.3	159.3	159.3
	Medium fuel oil (950 secs.)	141.1	148.7	148.7	148.7	148.7
	Derv fuel (including duty)	150.0	153.2	153.2	153.2	153.2
263	Lubricating oil and greases	132.4	138.7	138.7	138.7	138.7
271	General chemicals	117.3	119.3	120.1	120.4	120.4
272	Pharmaceutical chemicals	113.9	113.8	113.7	113.2	113.2
	Pharmaceutical preparations	105.3	109.4	109.8	109.8	109.8
273	Toilet preparations	153.7	157.9	160.4	160.4	160.6
274	Paint	131.3	138.1	138.6	138.6	138.6
275	Soap	150.9	157.6	157.4	159.3	160.3
	Soapless detergents	120.7	123.4	124.0	124.0	123.6
276/1	Synthetic resins and plastics materials	106.8	107.7	107.3	107.7	107.7
279/7	Photographic paper and film and photo chemical materials	133.3	137.8	137.8	137.8	137.8
311/2	Steel sheets—other than stainless and electrical sheets	142.5	142.7	142.7	142.7	142.7
	Tinplate	149.9	150.1	150.1	150.1	150.1
	Finished steel†	150.0	150.3	150.9	150.9	150.9
	Heavy bars and sections	152.9	153.1	153.1	153.1	153.1
	Light re-rolled bars and sections	152.4	152.5	152.5	152.5	152.5
312	Steel tubes	166.7	169.0	169.6	169.6	169.6
313/3 and 313/4	Iron castings‡	154.5	158.0	161.9	162.1	162.1
313/4	Cast and spun iron pipes and fittings	146.9	150.5	163.7	164.4	164.4
321	Aluminium: Rolled	148.9	157.5	161.2	161.2	161.2
	Aluminium: Extruded and drawn	152.0	162.4	166.6	166.6	166.6
	Aluminium: Castings	169.9	168.7	176.3	177.7	179.6
	Aluminium: Forgings	140.0	147.0	147.0	147.0	147.0
322	Brass ingot 65-35 B.S. 1400 B.3 delivered	199.3	203.2	245.1	276.8	283.1
331	Agricultural machinery	147.0	155.2	157.2	157.2	157.2
333	Pumps, valves, compressors etc.	177.6	186.9	189.1	189.3	189.3
336	Construction and earth moving equipment	152.4	157.4	160.7	160.7	160.7
337/2	Cranes	139.8	146.1	146.9	146.9	146.9
339/6	Portable power tools	132.8	141.3	141.5	141.5	141.5
353/1	Dental goods	152.6	156.7	158.4	159.2	158.7
365/1	Gramophone records and tape recordings	118.2	130.2	131.9	131.9	131.9
368	Domestic electrical appliances	124.0	125.3	123.7	123.7	123.7
391	Tools and implements	158.2	171.8	172.0	172.0	172.0
392	Cutlery and tableware	153.7	157.3	158.3	158.5	158.5
	Knives, scissors, etc.	158.8	161.1	162.7	162.9	162.9
	Spoons and forks	185.1	189.0	190.7	191.2	191.5
399/6	Domestic hollow-ware	188.5	193.5	193.5	193.5	193.5
399/7	Industrial hollow-ware	152.8	154.4	154.4	154.4	154.4
399/9	Domestic gas appliances	120.5	121.0	121.2	121.2	121.2
411	Man-made fibres	92.6	94.6	94.2	94.2	94.2
412, 414/5 and 415	All man-made fibres yarns	122.9	128.3	130.0	130.3	130.5
412/1	Cotton and cotton mixture yarns	167.3	167.1	174.6	..	..
413/1	Woven cotton cloth in the loomstate	160.5	168.6	170.7	..	..
413/5	Loomstate man-made fibres fabrics	123.2	129.9	132.9	..	..
413/6	Linen cloth	150.3	164.3	171.9	171.9	171.9
414/1	Wool tops	94.6	160.3	218.4	264.9	226.8
414/2	Yarns of wool spun on the worsted system	115.0	150.5	178.7	188.2	186.0
416	Rope, twine and net	115.8	118.3	123.4	124.6	124.6
417	Hosiery and other knitted goods	103.6	107.9	111.1	111.5	111.8
419	Carpets and rugs	130.7	137.9	151.8	152.0	152.0
422/2	Canvas goods and sacks	143.2	154.1	148.7	148.7	151.0
429/1	Asbestos manufactures	133.8	135.7	136.0	136.0	136.0
431/1	Leather for footwear	178.4	216.1	234.2	..	..
432/1	Travel goods	140.8	148.5	152.4	152.4	152.4
441/9	Made-up clothing	127.0	130.7	132.3	132.6	132.8
441	Weatherproof outerwear	115.0	117.1	117.2	117.5	117.7
442	Men's and boys' tailored outerwear	131.8	135.6	135.7	135.9	136.0
443	Women's and young girls' tailored outerwear	126.7	129.5	130.1	130.1	130.1
445/1	Light outerwear	123.8	126.3	129.2	129.3	129.3
450	Footwear	129.2	138.3	142.9	144.1	145.0
461/1	Refractory goods, including bricks	141.0	146.8	147.4	147.4	147.4
461/2	Non-refractory goods including building bricks	146.2	158.9	161.1	161.1	161.1
	Engineering bricks—*delivered*	169.4	184.9	191.4	191.4	191.4
	Common building bricks (Fletton) *delivered*	156.4	173.0	174.3	174.3	174.3
	Common building bricks (Non-Fletton) *ex-works*	165.1	178.8	180.7	180.7	180.7
462/3	Domestic china and earthenware	166.3	175.6	175.6	175.6	175.6
463/1	Flat glass—including safety and silvered glass	135.1	144.3	144.1	144.1	144.1
	Glass produced—other than Flat glass and containers	143.9	148.9	150.4	150.4	150.9
463/2	Glass containers	142.8	144.5	144.5	144.5	144.0
464	Cement, delivered	163.3	163.3	163.3	163.3	163.3
469/1	Abrasive papers and cloths	147.9	151.9	162.7	162.7	162.7
469/2	Precast concrete products§	131.8	136.0	142.9	..	..
471/1	Home-grown hardwood, sawn	137.2	147.8	152.0	154.4	155.0
471/2	Building joinery	165.2	185.1	194.0	194.0	202.5
472	Domestic furniture	147.2	154.9	155.5	155.6	155.8
473	Bedding, etc.	154.3	159.0	159.0	159.0	159.0
481	Paper and board	141.1	144.4	147.0	147.9	148.0
482/1	Cardboard boxes, cartons and fibreboard packing cases	154.3	161.1	162.1	162.1	162.6
482/2	Packaging products and paper etc.	141.8	153.7	155.2	155.8	157.0
	Paper bags	144.3	156.9	158.4	158.4	159.5
483	Manufactured stationery	153.7	160.8	161.2	161.3	161.3
484/1	Wallpaper	173.3	173.7	184.8	184.8	184.8
491/1	Rubber tyres and tubes	138.4	140.8	143.6	143.6	143.6
491/2	Rubber goods—other than tyres and tubes	144.0	150.0	151.6	151.7	151.8
492	Linoleum and felt base	153.0	157.5	159.4	159.4	159.4
493	Brushes and brooms	142.4	145.3	146.1	146.8	148.3
494/1	Toys and games	155.3	157.1	158.1	158.0	158.1
494/1	Perambulators, folders and pushchairs	146.3	147.9	150.9	150.9	150.9
494/3	Sports equipment	127.2	133.6	133.6	133.6	..
495/1	Pens and pencils	136.6	137.2	137.1	137.4	137.1
495/2	Stationers' goods—other than pens and pencils	137.8	141.7	141.7	141.7	141.7
496/2	Plastics products—other than components and accessories	107.0	108.6	109.8	109.8	109.8

† Revised Index number, November 1972 = 150.9, December = 150.9, January 1973 = 150.9.
‡ Revised Index number, November 1972 = 161.5, December = 161.8, January 1973 = 161.8
‖ Reductions in the VAT-exclusive price of tobacco took place in April. This reduction resulted from lower revenue duties designed to offset additional tax revenue from VAT.
§ Revised index January = 142.9.

TABLE 3(b). COMMODITIES WHOLLY OR MAINLY IMPORTED INTO THE UNITED KINGDOM 1963 = 100

	1972		1973		
	Apr.	Oct.	Feb.	Mar.	Apr.
Hides and skins	212.9	311.8	337.9	294.5	280.6 p
Imported	194.1	286.8	292.8	268.8	274.9 p
Native	238.5	345.9	399.5	329.5	288.3
Non-ferrous metals:					
Aluminium, virgin ingot delivered	144.4	125.8	129.1	129.1	129.1
Copper†	188.2	185.8	221.4	264.8	277.0
Lead†	193.5	198.4	223.8	241.5	249.3
Nickel refined delivered§	178.5	222.8	227.0	220.0	216.1
Tin, ingot min. 99.75%†	167.2	175.4	185.0	194.2	192.3
Zinc†	199.5	200.6	229.6	253.2	273.0
Oils, resins and gums:					
Palm, oil, crude ex-refinery in bulk	115.3	123.8	130.9	148.6	154.0
Whale oil, crude	125.9	125.9	125.9	125.9	125.9
Natural rubber	67.4	84.6	111.3	121.3	118.9p
Sulphur, crude, cif (for acid making)	105.0	111.1	125.1	125.1	125.1

	1972		1973		
	Apr.	Oct.	Feb.	Mar.	Apr.
Textiles:					
Cotton, raw	124.5	119.7	141.1	146.4	152.9
Jute, raw, BWC grades, cif Dundee	173.7	161.4	167.5	170.0	170.0
Jute, raw, BWB grade, cif Dundee	161.1	148.2	152.7	153.1	153.1 p
Silk, raw, delivered mill	159.2	195.7	222.5	322.0	335.8 p
Sisal, East Africa	56.8	70.8	116.6	120.1	120.1
Wool, raw	89.6	164.4	238.3 r	283.8 p	233.8 p
Crossbred, medium and coarse, cif UK	90.2	161.5	181.4	200.4	183.1 p
Crossbred, fine, cif UK	89.6	177.3	271.6	322.0	269.9 p
Merino, cif UK	91.8	181.1	287.9	364.1	274.4 p
Timber:					
Imported hardwood (ex: yard or wharf)	159.3	180.8	210.9	220.5 p	230.2 p
Imported plywood (delivered to consumers)	158.4	183.7	194.4	197.5	200.5
Imported softwood (delivered to consumers)	148.1	161.3	184.8	201.0 p	217.0 p
Woodpulp, imported	141.1	153.5	159.7	159.5	158.8

† LME settlement price. § Producers' price.

Notes on Wholesale Price Index Numbers

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in *Trade and Industry* of March 29, 1973.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movement used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale price index numbers should be addressed to Statistics Division, DTI, Room 610, Sanctuary Buildings, Great Smith Street, London SW1 3DB. Telephone inquiries for price index numbers should be made to 01-222 7877, Ext. 3549 (Engineering), 3548 (Non-Engineering), and 3411 for all other information.

'Britain's invisible exports'

A REVISED edition of the Central Office of Information reference pamphlet 'Britain's Invisible Exports' has been published by HM Stationery Office.*

This illustrated pamphlet takes as its theme the fundamental importance of Britain's invisible exports to its balance of payments position.

The nature and growth of these exports has become a matter of increasing public interest in recent years and the pamphlet outlines the wide range of institutional and corporate sources from which these exports are derived.

Following the nomenclature and statistical format used in the Central Statistical Office publication, *UK Balance of Payments*, the pamphlet examines the following main sources of invisible earnings: financial and Allied Services, direct and portfolio investment, transport, travel, films, television and advertising and Consultancy and Advisory Services.

* Britain's Invisible Exports RP93, HMSO 68p (by post 73½p) is obtainable from Government Bookshops in London (post orders to PO Box 569, London SE1 9NH), Edinburgh, Cardiff, Belfast, Manchester, Birmingham, Bristol or through any bookseller. SBN 11 700616 6.

RETAIL TRADES

Retailers' stocks in March

THE value of stocks at current prices held by retailers at the end of March showed an increase of 10 per cent over the corresponding month last year; at constant prices there was an increase of 6 per cent. These increases, which are somewhat larger than those recorded in recent months, have occurred at a time when retail sales have been particularly buoyant.

LEVEL OF RETAILERS' STOCKS

Index numbers (end 1960 = 100) *and percentage increase on a year earlier*
(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices:												
1966	124	126	127	136	140	139	131	137	137	146	156	134
1967	130	132	140	142	144	142	134	139	138	147	157	137
1968	133	136	147	147	151	148	141	147	146	156	168	148
1969	142	146	159	157	161	159	152	158	157	169	183	159
1970	150	152	162	164	164	164	158	165	163	177	196	169
1971	N.A.	N.A.	174	175	179	181	169	176	178	193	210	186
1972	174	179	192	192	194	195	180	190	189	207	226	192
1973	186	191	212									
1969	*6*	*8*	*8*	*6*	*6*	*7*	*8*	*8*	*7*	*8*	*9*	*7*
1970	*6*	*4*	*2*	*4*	*2*	*3*	*4*	*4*	*4*	*5*	*8*	*6*
1971	*N.A.*	*N.A.*	*7*	*7*	*9*	*10*	*7*	*7*	*9*	*9*	*7*	*10*
1972	*N.A.*	*N.A.*	*11*	*10*	*8*	*8*	*7*	*8*	*6*	*8*	*8*	*3*
1973	*7*	*7*	*10*									
At constant (December 1960) prices:												
1966	111	113	122	121	124	124	116	120	120	128	136	116
1967	113	115	122	123	126	123	116	121	120	120	136	119
1968	115	117	126	124	127	124	118	123	122	130	139	122
1969	116	119	129	127	130	128	122	127	125	134	144	125
1970	117	119	126	126	126	125	119	124	122	131	145	124
1971	N.A.	N.A.	124	123	125	126	118	122	123	133	144	127
1972	118	120	129	129	130	130	120	126	124	135	147	124
1973	120	123	136									
1969	*1*	*2*	*2*	*2*	*2*	*3*	*3*	*3*	*3*	*3*	*3*	*2*
1970	*1*	*–*	*–3*	*–1*	*–3*	*–2*	*–2*	*–2*	*–2*	*–2*	*1*	*–1*
1971	*N.A.*	*N.A.*	*–1*	*–2*	*–*	*1*	*–2*	*–2*	*1*	*1*	*–*	*3*
1972	*N.A.*	*N.A.*	*4*	*5*	*3*	*3*	*2*	*4*	*1*	*2*	*2*	*–2*
1973	*2*	*3*	*6*									

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices.

ACMAX LIMITED
296 Bishopsgate London EC2M 4RE
Telephone 01-247 8992/3/4 Telex 886717 Cables Acmaxship Ldn
THE EXPORT FREIGHT FORWARDERS

Business Monitor

THE following titles and issues of Business Monitor are now available. An asterisk against the reference number indicates a new issue.

Production series

Monthly at £1 a year post free:
Rubber for December.

Quarterly at 37½p a year post free:
*P114 Milk and milk products for third quarter 1971 to third quarter 1972
P107 Glass for fourth quarter
P105 Leather and fellmongery for fourth quarter
P117 Production of man-made fibres for fourth quarter
*P143 Sugar for third and fourth quarters
P 36 Timber (sawmilling, etc. and builders' woodwork) for fourth quarter
P115 Photographic chemical materials for fourth quarter
P 40 Floorcoverings for fourth quarter
P 88 Musical instruments for fourth quarter
P 63 Agricultural machinery except tractors for third and fourth quarters
P110 Hats, caps and millinery for fourth quarter
P 68 Miscellaneous packaging products of paper and film for fourth quarter.

Census series

1970 Census of Production reports (price including postage shown in brackets)
C 4 Chalk, clay, sand and gravel extraction (30½p)
C 7 Grain milling (30½p)
C 22 British wines, cider and perry (25½p)
C 27 General chemicals (inorganic) (30½p)
C 32 Paint (30½p)
C 38 Formulated adhesives, gelatin, etc. (30½p)
C 50 Agricultural machinery (other than tractors) (30½p)
C 57 Office machinery (30½p)
C 60 Refrigerating machinery (except domestic) (30½p)
C 63 Miscellaneous non-electrical machinery (30½p)
C 67 Photographic and document copying equipment (30½p)
C 91 Wire and wire manufactures (30½p)
C 99 Spinning and doubling on cotton and flax systems (30½p)
C102 Jute (25½p)
C107 Narrow fabrics (30½p)
C109 Canvas goods and sacks, etc. (30½p)
C115 Fur (30½p)
C121 Hats, caps and millinery (30½p)
C122 Corsets and miscellaneous dress industries (30½p)
C127 Glass (30½p)
C129 Abrasives (30½p)
C139 Packaging products of paper and associated materials (30½p)
C146 Brushes and brooms (30½p)

Service and distributive series

Monthly at 60p each a year post free:
Catering trades for March.

Miscellaneous series

Monthly at £5.25 a year post free:
Motor vehicle registrations for March.

Quarterly at 37½p a year post free:
Acquisitions and mergers of companies for first quarter.

Business Monitors in the Production, Service and distributive and Miscellaneous series are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. The Census of Production reports are available on standing order from the same address or can be purchased separately from the Government Bookshops or through booksellers.

Exceptionally copies can be purchased over the counter at either the Department of Trade and Industry Central Library, 1 Victoria Street, London SW1H 0ET or at the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Department's Central Library which will supply prices on request (Tel: 01-222 7877 ext. 3038).

A complete list of titles of Business Monitors is available on application to Department of Trade and Industry, Room 306, Gaywood House, Great Peter Street, London SW1P 3LW.

Cinema admissions and takings in January

DURING January, counted as a four week period, the weekly average of admissions to cinemas in Great Britain was 3.14 million and the weekly average of gross box office takings was £1.23 million. The comparable figures for January 1972 were 3.64 million and £1.32 million.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, May 18, 1973.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Review No. 9—26th Year	BR/E 36822/20/5/78	9	May 15	Data Film Distributors Ltd.	National Coal Board
Way Out East	BR/E 36825/20/5/78	32	May 17	Butcher's Film Distributors Ltd.	Global Films Ltd.
Movietone News 2293	BR/E 36737/20/5/78	8	May 18	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2293A	BR/E 36738/20/5/78	7	May 18	British Movietonews Ltd.	British Movietonews Ltd.
			FOREIGN		
The Wedding	F 36820	110	May 15	Pan European Films Ltd.	Film Polski (Film Production X Unit), Warsaw
The Games	F 36821	20	May 15	Pan European Films Ltd.	Polish Documentary Unit, Warsaw
Confessions of a Police Captain	F 36823	105	May 16	Avco Embassy Pictures (UK) Ltd.	Euro International Films, Rome and Explorer Film 58, Rome
Operation Heartbeat	F 36824	79	May 17	MGM-EMI Distributors Ltd.	Metro-Goldwyn-Mayer Inc.
The Man Who Killed Billy the Kid	F 36826	89	May 17	Richard Schulman Entertainments Ltd.	Aitor Films, SA, Madrid and Kinesis Films, Rome

Amendments to the Register:
The registration number of the film 'Rider On The Rain' registered on February 4, 1971 has been amended to EC 35333/7/2/76 and the name of maker corrected to Greenwich Films, Paris and Medusa Distribuzione, Rome.
The registration number of the film 'Lips of Blood' registered on April 4, 1973 has been amended to EC 36754/8/4/78 and the name of maker corrected to Les Films de L'Epee, Paris and Orbita Film, Madrid.
The registration number of the film 'Every Night of the Week' registered on June 27, 1972 has been amended to EC 36268/2/7/76 and the name of maker corrected to Rialto Film Preben Philipsen GmbH, Berlin.

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually M = monthly Q = quarterly 6M = every six months.
Dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
aircraft noise at Heathrow and Gatwick airports (Q)	May 25 1972
civil aviation balance of payments (A)	Mar. 16 1972
trade by air (6M)	Apr. 12 1973
Balance of payments:	
quarterly figures (Q)	Mar. 22 1973
trends in invisible transactions (Q)	Mar. 22 1973
(*See also* Overseas trade of the UK)	
Bankruptcy orders (Q)	May 17 1973
Business names and limited partnerships (A)	Mar. 1 1973
Capital expenditure:	
distributive and service trades (A)	Apr. 28 1971
manufacturing, distributive and service industries (Q)	Apr. 5 1973
Catering trades turnover (M)	May 17 1973
Chemicals industry activity (Q)	Apr. 19 1973
Companies:	
acquisitions and mergers (Q)	This week
new registrations:	
Gt. Britain (M)	May 10 1973
N. Ireland (M)	May 17 1973
Computers, UK market (Q)	This week
Construction work overseas (A)	Nov. 16 1972
ECGD business (Q)	Mar. 1 1973
Electronic capital equipment (Q)	Feb. 22 1973
Energy Trends	This week
Engineering industries, sales and orders (M)	Apr. 26 1973
Film industry:	
British Film Fund Agency returns (M)	May 17 1973
cinema admissions and takings (M)	This week
overseas payments and earnings (A)	July 20 1972
registration of films (A)	Jan. 25 1973
trends in film going (A)	Aug. 19 1971
Food:	
consumption levels (6M)	Mar. 22 1973
household consumption (Q)	Apr. 5 1973
Footwear industry:	
production, orders and deliveries (M)	Apr. 19 1973
Foreign exchange, official reserves (M)	Apr. 12 1973
Foreign trade:	
EFTA (Q)	Mar. 23 1972
industrial countries production and trade (Q)	Feb. 15 1973
world exports of manufactures (A)	Sept. 30 1970
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	Apr. 12 1973
Hire-purchase business (M)	May 10 1973
Industrial development certificates:	
approvals (Q)	Apr. 27 1972
refusals (A)	July 15 1971
Industrial production:	
index numbers (M)	This week
N. Ireland index (M)	May 10 1973
Wales index (Q)	Mar. 29 1973
Insurance companies, investments and assets (A)	Aug. 10 1972
Investment:	
book values of overseas direct investments (every 3 years)	Sept. 23 1970
industry's investment intentions (3 times a year)	Jan. 11 1973
investment and earnings overseas (A)	Mar. 29 1973
Machine tools, deliveries and orders (Q)	Dec. 14 1972
Man-made fibres:	
deliveries (Q)	Feb. 22 1973
production (M)	Apr. 12 1973
production, quarterly analysis (Q)	Feb. 22 1973
Motor industry:	
car and commercial vehicle production (M)	May 3 1973
estimated figures	May 17 1973
motor trade turnover (M)	Feb. 15 1973
Office development permits (Q)	Mar. 15 1973
Overseas trade of the UK:	
direct exporters and credit terms (A)	May 10 1973
ECGD business (Q)	Mar. 1 1973
unit value and volume index numbers (M)	May 17 1973
value (M)	This week
value, analysis of trends (Q)	Mar. 22 1973
Pension funds, investments and assets (A)	Aug. 10 1972
Retail prices index (M)	May 3 1973
Retail trades:	
sales (M)	May 10 1973
sales, N. Ireland (M)	May 3 1973
stocks (M)	This week
Royalties, overseas transactions (A)	Apr. 12 1973
Shipping, nationality of vessels in UK sea-borne trade (A)	Nov. 2 1972
Steel consumption and stocks (Q)	May 17 1973
Stocks:	
distributive and service trades (A)	Apr. 28 1971
manufacturers' and distributors' (Q)	Apr. 5 1973
retail (M)	This week
Television, overseas payments and earnings (A)	Aug. 5 1971
Textiles:	
activity in the industry (Q)	Apr. 5 1973
carpet sales	Apr. 26 1973
cotton industry production (M)	Apr. 5 1973
hosiery production (M)	May 10 1973
made-up clothing, orders and deliveries (M)	Apr. 5 1973
orders and deliveries (M)	May 10 1973
wholesale houses' sales (M)	Apr. 26 1973
wool exports (Q)	Mar. 8 1973
wool output (M)	May 10 1973
Tourism:	
foreign visitor arrivals (M)	Feb. 22 1973
overseas travel and tourism (A)	Dec. 21 1972
Wholesale prices:	
average prices of selected commodities (A)	Mar. 29 1973
index numbers (M)	This week

Dept. of Trade and Industry organisation etc.

Subjects	Last published
British commercial representation overseas	Apr. 12 1973
Business Monitor titles	Sept. 21 1972
Customs notices of interest to exporters	Mar. 29 1973
ECGD local offices	This week
Guide to DTI	Dec. 28 1972
Official Receivers' offices	May 20 1970
Programme of trade promotions	Apr. 19 1973
Release dates of economic statistics	Apr. 26 1973

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

KEF of Maidstone

Sweepers for Industry

KEF, Tovil, Maidstone, Kent, England.
Tel: Maidstone 58361 Telex 96197.

'ARDUA' Brushes

WHOLESALE & EXPORT SPECIALISTS in BRUSHWARE FOR INDUSTRY
Boiler TUBE BRUSHES, ETC.
SCRATCH, ROTARY

William Turner & Co. (Brushes) (Est. 1890) **Ltd.**

Boxmoor Works, 23 Kingsland Road, Hemel Hempstead, Herts
Hemel Hempstead 51782

S. O. S.

DO YOU HAVE LANGUAGE PROBLEMS REGARDING YOUR OVERSEAS BUSINESS?

OUR PANEL OF LINGUISTS IS HERE TO ASSIST YOU IN FURTHERING YOUR EXPORT DRIVE.

FOR
TRANSLATING, INTERPRETING
AND
LANGUAGE CONSULTATION
IN ALL LANGUAGES AND AT ANY TIME CONTACT:—

Spanimex Overseas Secretariat Limited

TOWN HALL CHAMBERS
32 BOROUGH HIGH STREET,
LONDON. S.E.1.
01-407 2141 and 01-407 1714

To advertise in
Trade and Industry
Incorporating the Board of Trade Journal
telephone
01-248 9876
extn. 6147/8
rate card from

HMSO
(P3) Room D92,
Atlantic House,
Holborn Viaduct,
London, EC1P 1BN

SERVICE TO INDUSTRY
NAMEPLATES · CONTROL PANELS · LABELS · BADGES
of all description, in all materials

Cast in metal, injection moulded in polystyrene, silk screen printed on aluminium (and other materials), hot blocking, engraving.

Also advertising and promotional novelties including decimalisation conversion tables and practically any item to specification.

Literature on request.

I. MARKOVITS LTD.
32/34 Stronsa Road, LONDON W12
Tel: 743 1131/2

Screwing machines
For Bolts and Pipes,
Portable, for hand and power.
As used by railways, docks, public works and engineers.

James N. Durie & Co. Ltd.
106 Dockfields Road, Shipley, Yorks.
0274 53388.

E. W. Kendall & Co. Ltd.
FOR
CARBIDE TIPPED CIRCULAR SAW BLADES MACHINE KNIVES AND ROUTER CUTTERS FOR ALL TRADES

write or telephone — *212-214 Ravenscroft Road, Beckenham, Kent. Telephone: 01-778 3957/4353*

Department of Employment Gazette
Single copies 52½p (by post 59p)
Annual subscription £7 including postage
Published by Her Majesty's Stationery Office
and obtainable from Government Bookshops
49 High Holborn, London, WC1V 6HB;
13A Castle Street, Edinburgh, EH2 3AR;
Brazennose Street, Manchester, M608AS;
258 Broad Street, Birmingham, B1 2HE;
109 St. Mary Street, Cardiff, CF1 1JW;
50 Fairfax Street, Bristol 1, BS1 3DF;
80 Chichester Street Belfast, BT1 4JY;
or through booksellers

MISCELLANEOUS ADVERTISEMENTS

30p per line, minimum £1.50 payable in advance Box No. 50p
Orders for advertisements should be addressed to HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London, EC1P 1BN
Replies to Box Numbers should be addressed to Box No.—Trade and Industry, Room D92, Atlantic House, Holborn Viaduct, London, EC1P 1BN

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd., are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for remoulding, scrap tyres for industrial purposes expertly graded to customers requirements credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montague Industrial Estate, Edmonton, London, N.18. Tel: 01-807 2150.

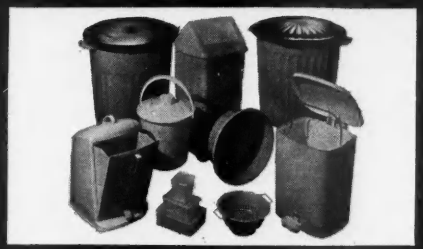
Advertising in *Trade and Industry*
Inquiries about advertising in *Trade and Industry* should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London EC1P 1BN (01-248 9876 ext 6147).

BALL AND ROLLER BEARINGS, Steelballs and surplus goods (tools etc.) wanted and sold—metal ammo. boxes useful for storage, transport, shelving etc. for sale. Details: R. Pordes, 529B, Finchley Road, London NW3. 01-435 9878/9.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the list of Contractors to H.M. Government Departments.

Lucyware



the first choice in guaranteed plastic housewares

Dustbins Vegetable Rack Set Swing Top Bins Mop Bucket Pedal Bin Waste Paper Bin etc. etc.

Write today for illustrated literature on all Lucyware products.

Cope Allman Plastics Limited
Fitzherbert Road, Farlington, Portsmouth
Tel. Cosham (07018) 70102

IDEAL FOR SATELLITE MILLS

THE QUEEN'S AWARD TO INDUSTRY FOR TECHNOLOGICAL INNOVATION IN AUTOMATED FEED MILLING TO SCOTTISH MECHANICAL LIGHT INDUSTRIES LTD

FEED PLANTS WITHOUT LABOUR

1969

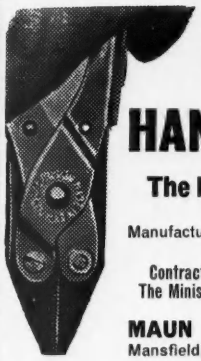
High quality animal feeds in continuous flow production with low capital outlay and negligible running cost.

From 3 Tons/hr to 15 Tons/hr

AUTOMATED FEED MILLS LIMITED

SCOTMEC WORK, AYR, SCOTLAND
TEL. AYR

IDEAL FOR SATELLITE MILLS



MAUN HAND TOOLS

The best to get hold of

Manufacturers of stationers punches eyeletting tools, pliers etc.

Contractors to H.M. Stationery Office, The Ministry of Defence and the G.P.O.

MAUN INDUSTRIES LTD.
Mansfield, Notts. Telephone: 24525

EXPORT?

Mark M. Cansick M.S.M.A.

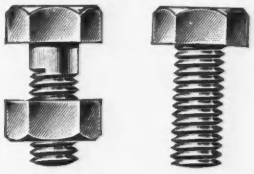
My organisation, if appointed your export managers, will do all the work, suffer all the headaches and carry the financial responsibility. If you are interested let us have a talk together. We offer a COMPLETE EXPORT SERVICE to manufacturers without their own Export Department.

Export Managers for: "BURGESS" Silencers; "TYROL" Rough-Casting Machines; "COPYDEX" Textile Adhesive; "STEIDWELD" Arc Welders; "WINGARD" Auto Accessories; "LAGARMIC" Jewellery.

Mark Cansick & Company

EXPORT MERCHANTS & SPECIALIST EXPORT MANAGERS
44½HIGHGATE HIGH STREET, LONDON N.6
Telephone: 01-340 0094 Cables: Cansico, London
Telex No. 261381

Bolts and nuts, screws, rivets, studs studding washers.
All sizes and types in any material.



Abis & Co (Birmingham) Ltd.

Dennis Road, Sparkbrook Birmingham, B 12 8BB.
Trunk Dial 021-449 3781 (6 lines)

G K N Bolts & Nuts Accredited Stockist

- ✲ FINEST VITREOUS ENAMEL (Hard fired enamel)
- ✲ GENUINE LEATHER KEY FOBS AND KEY CASES
- ✲ CUFF LINKS, TIECLIPS AND LAPEL BADGES. PEWTER TANKARDS
- ✲ LADIES COMPACTS
- ✲ PILL BOXES, LETTER OPENERS. DESK SETS

Incorporate your company trade mark or logo on "Good Will" Promotional gifts. Let us have your sketch or letter heading or logo for our artist's design and quotation for any of our products.

MANHATTAN-WINDSOR
STEWARD STREET, BIRMINGHAM B18 7AF ENGLAND

Telephone: 021-454 6404 Telex 338633

A world of banking

With our subsidiaries and associates we have over 1,700 offices in . . .

Anguilla · Antigua · Argentina · Australia
Bahamas · Barbados · Belgium · Bequia · Bermuda
Botswana · Brazil · British Honduras (Belize) · Cameroun
Cayman Islands · Cyprus · Dominica · Fiji · France
Federal Republic of Germany · Ghana
Gibraltar · Grenada · Guyana · Hong Kong
Israel · Italy · Jamaica · Japan
Kenya · Lesotho · Madagascar · Malawi · Malta
Mauritius · Montserrat · Netherlands · Netherlands Antilles
New Hebrides · New Zealand · Nigeria · Rhodesia
St. Kitts and Nevis · St. Lucia
St. Vincent · Seychelles · Sierra Leone
South Africa · South West Africa · Spain · Swaziland
Switzerland · Trinidad and Tobago · Turks and
Caicos Islands · Uganda · United Kingdom
United States of America · British and U.S.
Virgin Islands · Zaire · Zambia

BARCLAYS International

Head Office: 54 Lombard Street, London EC3P 3AH.

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, EC1P 1BN, for the Department of Trade and Industry, 1 Victoria Street, London, SW1H 0ET. Printed by The Garden City Press Limited, Pixmore Avenue, Letchworth, Herts, SG6 1JS.
SBN 11 723161 4